Trade and Industry

17 October 1974 10p

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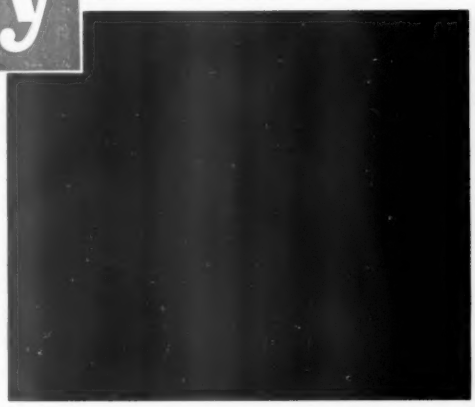

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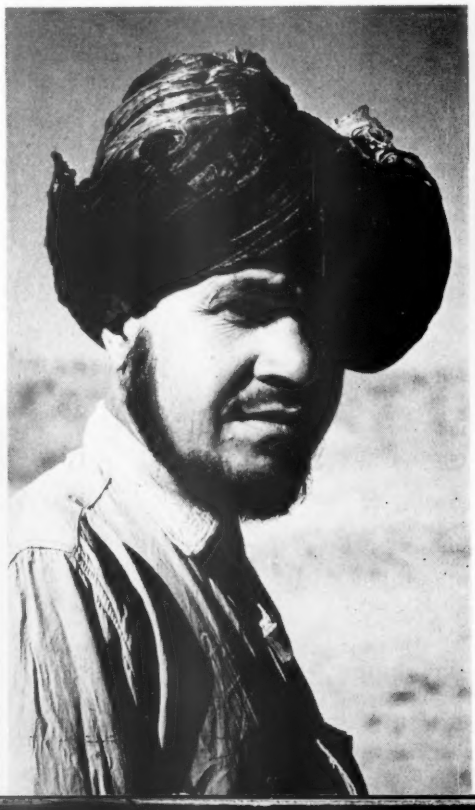

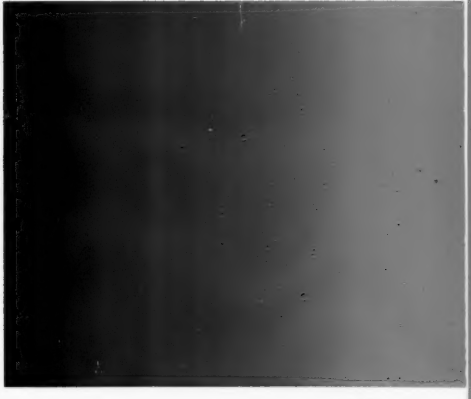

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(301) 383-5753 / Cable: MARPORT / Telex 710-234-1075.

BRUSSELS: David K. Tosic, manager
H. Frank Vonderach, assistant manager
Shell Building / 60 Rue Ravenstein / 1000 Brussels, Belgium
5-13.01.49 & 5-13.54.05 / Cable: MARPORT / Telex 26862.

LONDON: Kenneth L. Newton, manager
*Stanley G. Armstrong, assistant manager
Moor House, 119 London Wall / London, England EC2Y 5ET
01-638-8330 / Cable: BALTPORT / Telex 888711
*Birmingham and Northern England.

Trade and Industry

17 October 1974

Not the sort of feature which businessmen take home for bedtime reading, but the 'Tariff and Trade Notices' section contains indispensible, fact-packed material for exporters big and small. British commercial representatives in all corners of the export market feed information to officers in the Department of Trade. If the British exporter wants more information than that published, the phone number is given so that he can speak to the officer concerned. The pictures on the cover show Norwegian, Chinese and Afghan representatives of the world's fascinating variety of faces.

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BOTB Programme of Trade Promotions 1974-1976, pages 1-52

Home News

Industrial Director for Scotland

The Department of Industry in agreement with the Scottish Office, has announced the appointment of Mr. W. B. Kirkpatrick as Industrial Director in the Department of Industry's Office for Scotland.

Mr. Kirkpatrick is currently with the Industrial and Commercial Finance Corporation Ltd. in London, which he joined in 1960. He was Scottish Area Manager between 1969/72, and since then has been a director of a number of companies mainly within the ICFC group. Mr. Kirkpatrick's appointment with the Department of Industry is on the basis of secondment.

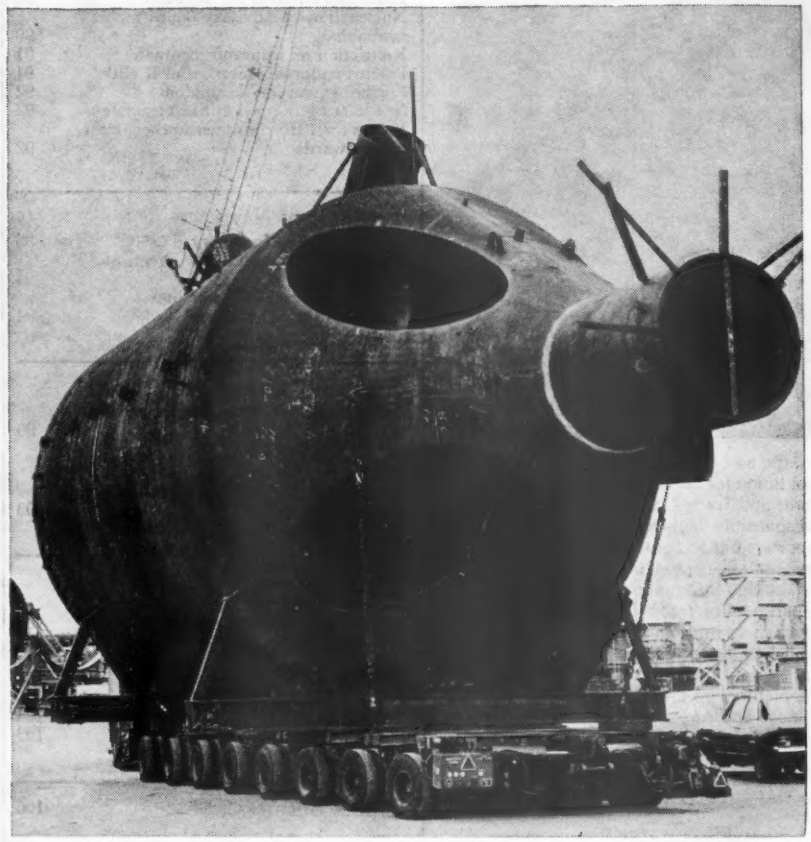
Mr. Kirkpatrick will have the status of an Under-Secretary and will be based in Glasgow. In close co-operation with John Warne, the Department of Industry's Director for Scotland, he will be concerned in Scotland with the allocation of selective financial assistance under the Industry Act.

Mr. Kirkpatrick will take up his appointment on 4 November.

Nuclear Power Advisory Board report available

The 'Report on the Choice of Thermal Reactor Systems', by the Nuclear Power Advisory Board is available in HMSO bookshops as Command Paper 5731, price 29p.

The Report, when originally published on 13 September, was presented to Parliament by the Secretary of State for Energy as an unnumbered Command Paper. It was then stated that it would be published by HMSO in the numbered series as soon as possible; this has now been done.

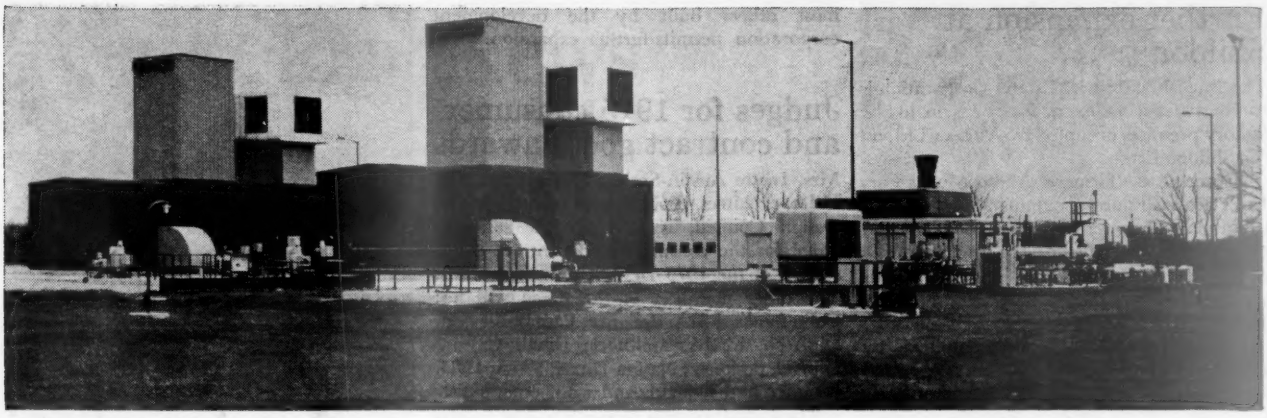


Last of three Shell-Esso Brent 'A' jacket flotation leg transition nodes was recently received at the Methil Works of RDL North Sea. The 170 tonne unit, looking rather like a Victorian space capsule, was fabricated on the west coast of Scotland and delivered by sea to Methil Dock. From there it was carried on a 64-wheel bogie, using the private road linking the dockside with the adjacent Methil Works of RDL North Sea. The node reduces in diameter from 24 ft. at its base to 6 ft. The four holes in the conical face are for the insertion of four 6 ft. diameter piles. It is 60 ft. long. Work will now progress towards the rotation of Brent 'A' frames from the horizontal to the vertical during the winter months. Load-out of the jacket is scheduled for the 1975 season.

King & Co

Chartered Surveyors
1 Snow Hill, London, EC1
Telephone 01-236 3000 Telex 885485
Manchester · Leeds · Brussels

Industrial and commercial property



GEC Gas Turbines has won an order to install the first industrial RB211 in the UK. The order, from the British Gas Corporation, is to incorporate the engine into one of four GEC type ERB1 gas turbines already on order for the St. Fergus compressor station – the terminal, near Peterhead, for the corporation's northern pipeline extension. The ERB1 gas turbine can operate with the relatively low-cost Rolls-Royce Avon for initial operations and, as demand on the supply system increases, can be converted to operate with the higher powered, more efficient industrial RB211. The photograph shows the British Gas compressor station at Scunthorpe, which has two GEC type EAS1 gas turbine compressor sets: the ERB1 unit at St. Fergus will be similar in arrangement, except that the intake air filter will be horizontal to improve the external appearance.

Restriction on insurance company

The Secretary of State for Trade has imposed a requirement on Underwriters National Insurance Company under Section 29 of the Insurance Companies Act 1974 prohibiting it from taking on new business in Great Britain on and after 10 October 1974.

The requirement also prohibits any variation of long term business contracts effected in Great Britain and in force at the date of the requirement which will increase the liabilities of the company.

This directive does not prevent the company satisfying its liabilities under existing policies, accepting surrenders, or converting policies so as to render them fully paid up.

The company, whose head office is in Indianapolis, USA, was authorised to carry on ordinary long term business in Great Britain on 23 February 1971 and has been operating through a London branch.

The Department of Trade was recently informed that a court order had been obtained to wind up the company's affairs under a special manager appointed by the Department of Insurance of the State of Indiana and the London branch had been instructed to take no new business.

A very limited account has been underwritten in London covering accident and health insurance and at the time of closure only some 1,300 policies were in force.

The Special Manager has stated that liquidation of the company will take three to five years and that it is the intention of the Insurance Department of the State of Indiana that all policyholders' benefits will be paid.

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
27 September 1974		
1,081,898	Fluid Rotor Pumps Proprietary Ltd. (formerly known as John Llewellyn Lewis, Rutherford Bruce Browne, and John Montague Browne)	Improved rotary pump
1,122,327	Potter Instrument Company, Inc.	Information storage tape transport and motor control system
1,253,175	Fausto Carello & C.S.p.A.	Motor vehicle having signalling device lamp with two levels of brightness
1,301,389	Laboratori Pro-Ter Prodotti Terapeautice SpA	Method of preparing erythromycin compounds
1,330,668	Alfred Pitner and Nadella	Bearing seals
1,331,484	Alfred Pitner and Nadella	An assembly of a connecting element and a shaft
1 October 1974		
1,125,275	Plessey-UK Ltd.	Improvements relating to electromagnetic apparatus
1,167,049	Societe anonyme dite, Derruppe SA	Epicyclic gear boxes
1,283,589	Richard Sterling Jones and George Michael Stevenson	Electrical meter housing and mounting arrangement
1,322,212	Societe de Constructions Mecaniques Panhard & Levassor	Internal combustion engines with afterburners
4 October 1974		
981,174	Standard Telephones and Cables Ltd.	Electrical signalling systems and automatic telephone exchanges
1,301,360	Standard Telephones and Cables Ltd.	Magnetic storage film
1,190,498	International Standard Electric Corporation	Data processing system
1,230,462	Hellmut Muller	A machine tool
1,248,983	Licentia Patent-Verwaltungs GmbH	Distribution system having at least two contact systems connected in series
9 October 1974		
1,240,779	Societe Anonyme Automobiles Citroen	Assembly of chassis
1,270,916	Kay Manufacturing Corporation	Upholstery units
1,343,928	Werkzeugnaschinenfabrik Adolf Waldrich Coburg	Aligning device for workpieces on machine tool tables.
1,348,156	Werkzeugmaschinenfabrik Adolf Waldrich Coburg	Milling machine

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patent Form No. 45 within two months after the date of endorsement.

E. Armitage, Comptroller

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Further expansion at Shildon

The English Industrial Estates Corporation is to construct a 4,800 sq. ft. extension to the factory premises occupied by Astraka Ltd. on the Shildon Estate.

Astraka Ltd. (formerly Alfred Morris Furs Ltd.) are well known manufacturers of coats in simulated fur fabrics for both the home and overseas markets. The firm has been operating at Shildon since 1949, and this latest expansion will increase their total premises to over 110,000 sq. ft.

Over 500 people are already employed by the firm, and this latest expansion is expected to increase the labour force by a further 50.

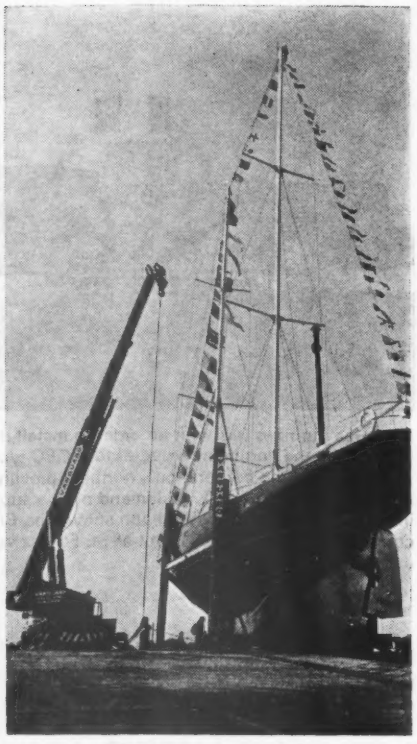
New factory to open at Skelmersdale

BICC-Burndy Ltd., of St. Helens, Merseyside, has leased a new, 19,000 sq. ft. standard factory from Skelmersdale Development Corporation for the manufacture of electrical connectors. Although the initial workforce will be about 20 the factory site, in common with most others built by the development corporation, permits further expansion.

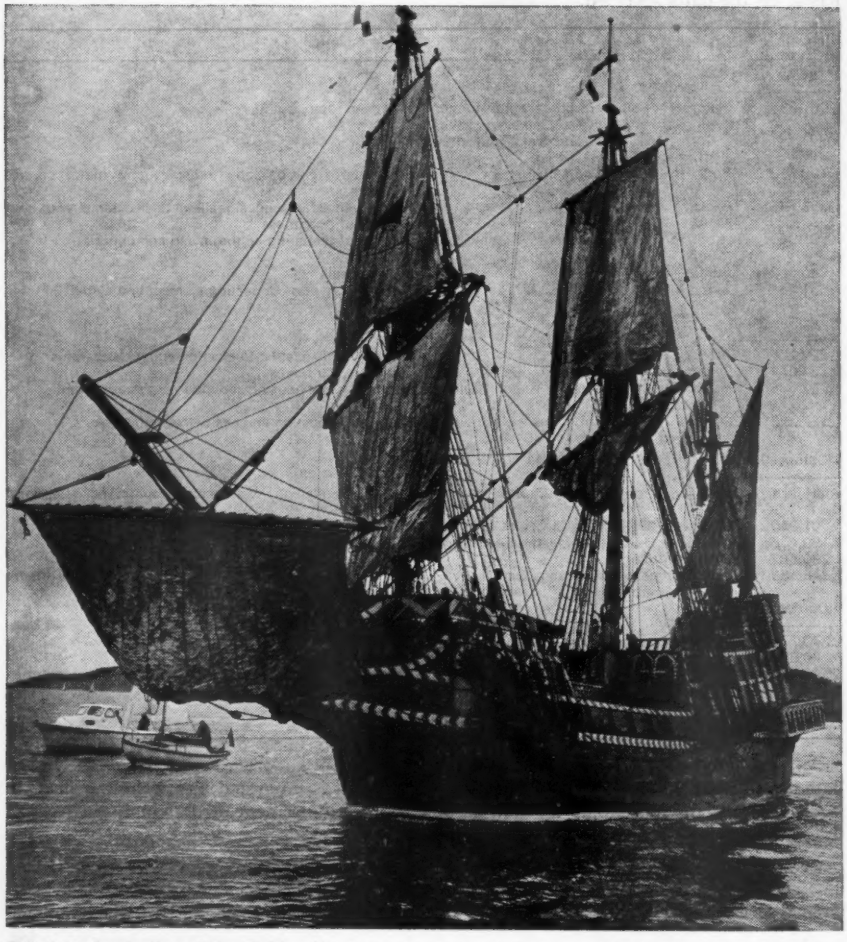
Judges for 1975 consumer and contract goods awards

Mrs. Inette Austin-Smith, FRIBA, AADipl, FSIA, architect, designer and member of the Design Council, is to chair the selection panel for the consumer and contract goods section of the 1975 Design Council Awards. The other members of the panel will be: Colin Banks, FSIA, designer; Paul Boissevain, DipArch, MSIA, architect; Dinah Casson, DipAD, designer; Nanna Ditzel, FSIA, IDD, designer and Donald Anderson, ergonomist.

The award winning products will be chosen from the Design Council's Design Index, the main criteria being innovation, fitness for purpose, ease of use and good appearance. British manufacturers with products which they would like to be considered for the 1975 Design Council Awards but which have not yet been accepted for Design Index should contact Dan Johnston, Head of Industrial Division, Design Council, 28 Haymarket, London SW1Y 4SU (tel. 01-839 8000).



To move this 73 ft. twin-masted schooner from the construction site presented great problems – for, being made of ferro concrete, it weighs 56 tons. The task of conveying the boat 150 yards across mud flats and then of winching it down a steel ramp for launch in a tidal creek was accomplished by Vanguard Engineering Ltd., London.



This full-size replica of the Golden Hinde is now on her long journey to San Francisco harbour, where it will be used as a floating museum. A $1 million order was won by J. Hinks and Sons, Appledore, Devon, for building the vessel for a United States business consortium. The picture was taken when the ship sailed recently from Plymouth, nearly 400 years after Sir Francis Drake set out to circumnavigate the world, which kept him and his crew of 86 occupied from 1577 to 1580. The 20th-century crew of 16 is taking the liberty of using modern navigation and radio equipment: but the sails, and the sea, are historically authentic.

New telephone numbers for departmental headquarters

Direct dialling is now possible to 1 Victoria Street, the London headquarters of the Department of Industry, the Department of Trade and the Department of Prices and Consumer Protection. This means that callers can dial the exchange number – which is now 01-215 – followed by any particular extension. For example, callers wishing to speak to the EEC Information Unit have had, up to now, to dial 01-222 7877 and ask to be put through to extension 4301. Now they can dial the new access number 01-215 and follow this by dialling 4301. For operator assistance the number is 01-215 7877.

Direct access is also available from Cromwell House, Dean Stanley Street, London SW1P 3HY, the premises of the London and South-East Regional Office and the Eastern Regional Office of the Department of Industry. The access code here is 01-212 followed by the extension number required. For operator assistance ring 01-212 7676.

Technology News

Harwell helps industry

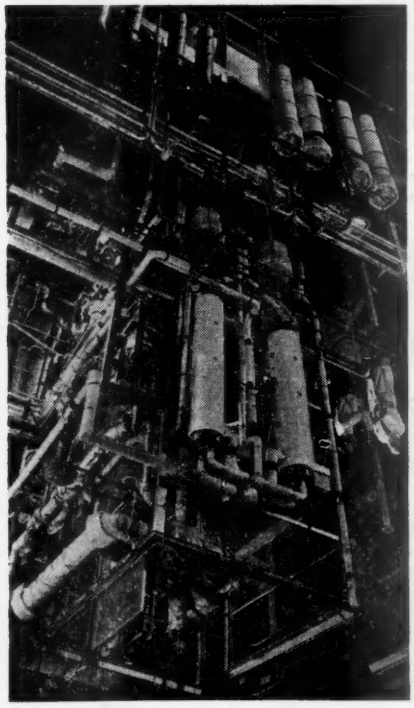
Most people associate Harwell only with atomic energy. In fact, the research carried out is wide-ranging and of interest to industry in general.

For several years the United Kingdom Atomic Energy Authority has been developing techniques for the interrogation by computer of lengthy documents. This has led to the production of STATUS, a group of computer programs designed to store, analyse and search such texts. The facilities offered by STATUS are said to follow closely the human activity of searching and browsing to unearth wanted facts and ideas. One advantage is that the computer has the power to carry out, in a few seconds, searches that would require hours, even days, of effort by men and women.

Harwell is also making its resources available to SPS (Separation Processes Service), a new industrial service to the chemical and chemical engineering industries recently set up by the Department of Industry. The aim is to provide design information, consultancy, and research into separation processes. Warren Spring Laboratory and other associated establishments will also be contributing to the programme.

Another project of wide industrial application is the Seasprite Rig, which is being used as part of the Authority's research into desalination, by studying scale deposition from sea water and methods of controlling or preventing it.

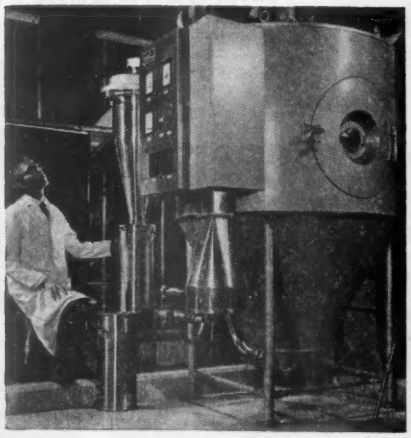
The 'Seasprite' apparatus was used at Harwell to determine the critical parameters for the deposit of calcium sulphate scale in a full-size falling-film evaporator tube, 3 in. in diameter, 10 ft. long and double fluted. This tube is identical to that in the novel vertical tube evaporator (VTE), developed by the AEA in collaboration with Aiton and Co. Ltd., Derby. The first commercial VTE plant of this type was built for the Gibraltar Government and brought into operation in 1973.



The Seasprite Rig at AERE Harwell, used in a study of scale deposit on heat transfer surfaces. Often a major problem in evaporation processes, this is particularly relevant to the desalination of sea water.

Energy conservation in the chemical industry

The recent dramatic increase in the price of crude oil has been responsible for substantial price increases in all forms of energy, adding greatly to the operating costs of manufacturing industry. The chemical industry, being a major consumer of energy, is particularly concerned with this problem and, in future, will be placing more emphasis on energy conservation, both in the modification o.



A Niro Production Minor spray dryer, used by the Separation Processes Service. The machine is used in studying the drying characteristics of slurries and has a maximum evaporative capacity of 25 kg hr^{-1}. This technique is used for the production of free-flowing powders. These are generally easier to process subsequently than conventionally prepared powders.

The STATUS Logo computer system at Harwell. An operator engaged in a STATUS dialogue, with questions and answers on the screen is compared with the graduate searching by more laborious methods.

existing processes and in the design of new plant.

To discuss these problems, a one-day symposium on 'Energy Conservation in the Chemical Industry' will be held on Tuesday, 4 March 1975.

The symposium will examine some important implications for the chemical industry arising from efforts to increase the efficient use of energy, including, for example: a shift in the pattern of primary fuel consumption, the potential of nuclear power and its relation to a hydrogen economy, the anticipated growth of petrochemicals industries in oil-producing countries and the challenge for electrochemical processes.

Organised by the Society of Chemical Industry, the symposium will be held at the Scientific Societies' Lecture Theatre, 23 Savile Row, London W1.

Further information may be obtained from: J. M. Rowell, The Assistant Secretary, Society of Chemical Industry, 14 Belgrave Square, London SW1X 8PS, tel. 01-235 3681.

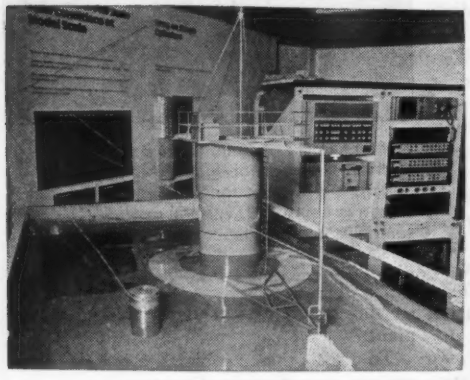
The Comet tracks the satellites

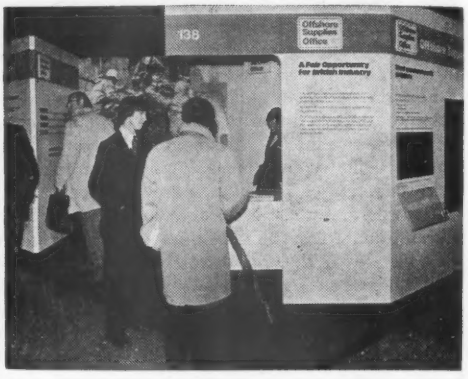
The Royal Aircraft Establishment has installed the Omega navigational system, made by Sperry gyroscope, in the RAE Comet. The aircraft, which has been fitted out as a flying laboratory, is using Omega to provide accurate positional information to check ESTEC (European Space Technology Centre) equipment. During flight trials the information obtained enables the system to track satellites over the North Atlantic.

The Sperry Type 551 Automatic Airborne Omega Navigation System receives the Omega very low frequency radio signals and after processing by the Sperry 1412A digital computer automatically provides an accurate position fix anywhere in the world at all altitudes and in all weather conditions.

This means that the equipment provides all necessary information for point to point navigation from take off to destination.

'The offshore challenge'



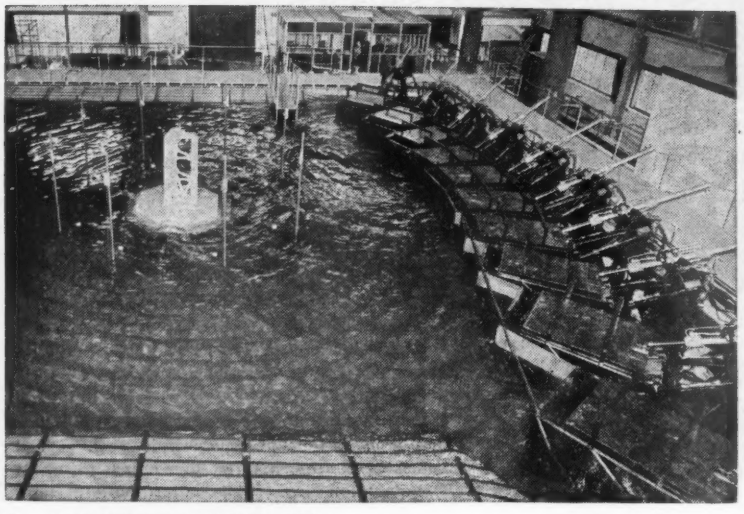


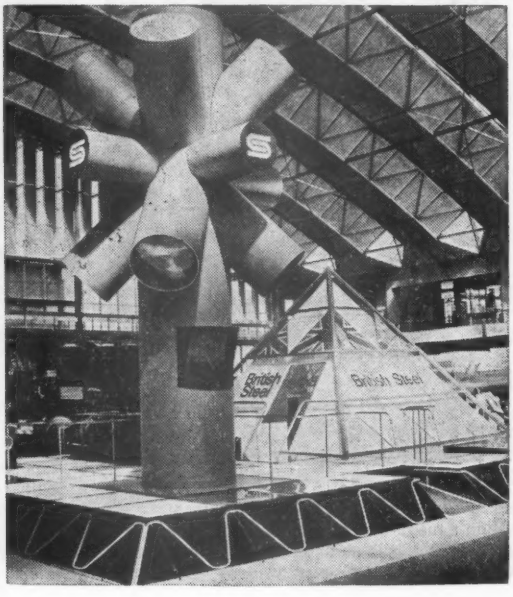
Above: Government services to industry were featured on a number of stands; some aspects of the joint Department of Industry and Department of Energy stand are shown above. This stand demonstrated the facilities of the Offshore Supplies Office, the Safety in Mines Research Establishment, the National Engineering Laboratory, the National Physical Laboratory and Warren Spring Laboratory.

Left: The United Kingdom Atomic Energy Authority demonstrated SCAN, a robot submersible vehicle for inspecting the undersides of supertankers (*Trade and Industry*, 10 October 1974, page 56) which was designed and constructed at Harwell under a research contract placed by Underwater Maintenance Co. Ltd. It underwent its first sea trials last month.

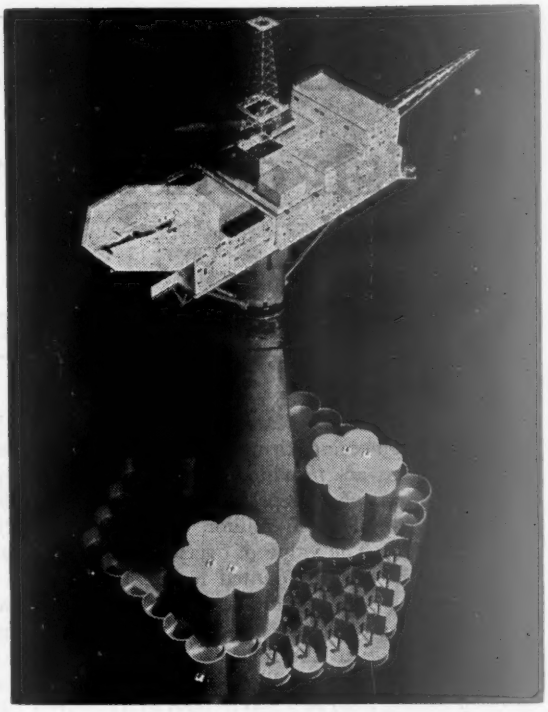
Below, left: Electrohydraulic servo actuators by Keelavite Hydraulics Ltd. in use in the multi-directional random sea wave basin at the Hydraulics Research Station, Wallingford. The basin is used to investigate the effects of waves and tidal currents on models of offshore structures and moorings.

Below, right: A 15-ft. model of a complex node joint used in offshore steel structures dominated the British Steel Corporation's stand.





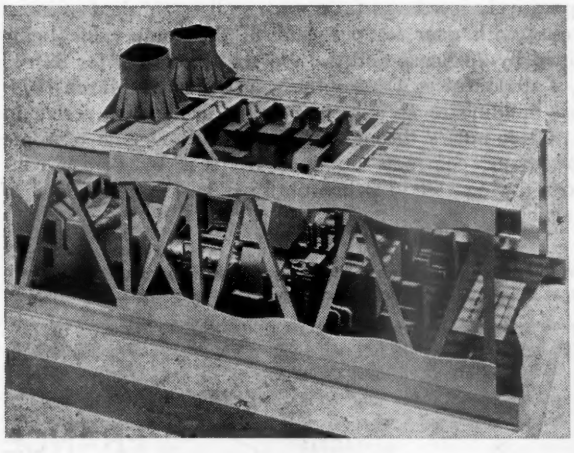
The exploitation of the oil and gas buried beneath the sea bed presents a challenge not only to those directly engaged in their extraction but also to those companies manufacturing the wide range of equipment and machinery necessary to this rapidly evolving industry. The market for equipment and services in the UK sector of the Continental Shelf alone has grown to nearly £500 million a year. British manufacturers were very much in evidence among the more than 500 firms, from 16 nations, demonstrating their wares in last week's Offshore International Exhibition at London's Olympia. The exhibition was sponsored by the *Financial Times* and the *Petroleum Times*, with the support of the Association of British Oceanic Industries, and organised by Industrial and Trade Fairs Ltd.

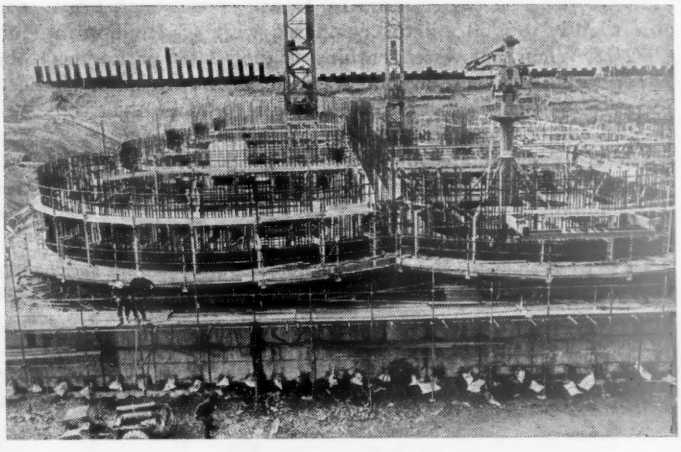


Right: Model of a single-tower structure incorporating 20 well conductors, from the new range of concrete gravity platform designs of Taywood Seltrust Offshore, an organisation recently formed by Taylor Woodrow Construction Ltd. and Seltrust Construction Ltd.

Below, left: An EAS1 30MW gas turbine module for production platforms from a range being manufactured by GEC Gas Turbines Ltd.

Below, right: This early October scene at Ardyne Point in Scotland shows slip forming on a £14 million gas processing platform for the Elf-Aquitaine Group of France, one of two concrete gravity structures currently being built there by Sir Robert McAlpine and Sons Ltd. They are the first concrete gravity platforms for the North Sea to be built in Britain.





Right: One of the P-class 2/3-man submersibles by Vickers Oceanics Ltd. These vessels are fitted for a variety of underwater scientific and survey operations and maintenance and repair work.

Below: The multi-role 606 helicopter has recently been developed by Westland Helicopters Ltd. for use in offshore operations. It can carry up to 13 passengers, with a single pilot crew, is quickly converted to mixed passenger/cargo configurations and in emergencies can carry three stretcher cases. It is claimed that the aircraft will be able to take off in the worst of weathers to service rigs on a routine basis.

BOTB British Overseas Trade Board

British construction work overseas 1973/74

Contributed by the Department of the Environment

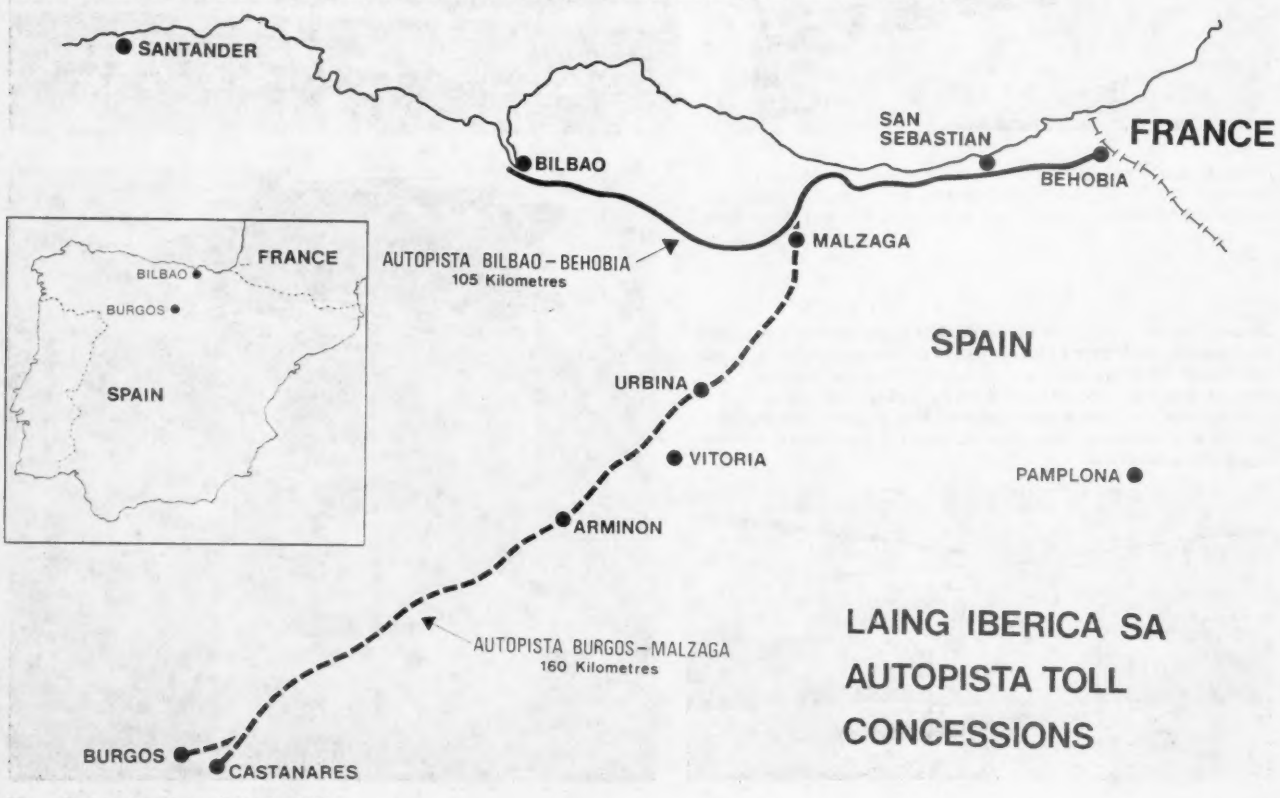
General

In the year ended 31 March 1974 about 100 British building and civil engineering firms won new contracts overseas. These contracts are provisionally valued at the record level of £515 million, which represents an increase of £169 million over the peak of £346 million obtained in 1972/73 (see Table 1 totals). The value of overseas work actually carried out during the year amounted to £322 million, at current prices, showing a slight increase on the £317 million achieved in 1972/73. The value of work outstanding at 31 March 1974 rose substantially to the new record level of £550 million, compared with £372 million at 31 March 1973, and the previous record level of £390 million at 31 March 1971. The value of net overseas earnings by British construction firms rose slightly to £60 million, compared with £51 million in 1972/73. When the overseas earnings of the related professions of consulting engineers, architects and surveyors are included, together with earnings from the direct investment of British parent construction companies in overseas branches and subsidiaries, the total contribution to the United Kingdom balance of payments by the construction industry exceeded £130 million in 1973/74.

The record level of new work obtained in 1973/74 is mainly due to the sharp increase of £133 million in contracts won in Asia, where the total value of new contracts amounted to £224 million (see Table 1). Of this total for Asia, £210 million was in Middle Eastern Countries (compared with £72 million in 1972/73). The other major areas where the value of new contracts obtained rose during 1974 were Oceania, up £22 million to £80 million; Africa, where the value of new contracts rose by £27 million to £115 million and North and South America, where the value of new contracts rose slightly to £54 million. In Europe, the value of new contracts fell by £17 million to £42 million.

As in previous years the major contracts were won by comparatively few large firms with well established overseas interests, with over 94 per cent of the total value being obtained by 20 firms, and the top six accounting for 82 per cent of all contracts. During the year ended 31 March 1974, British building and civil engineering firms were active in over 100 countries throughout the world. Details of some of the major contracts obtained overseas by British contractors during the year are outlined in the remainder of this article.

Route to be taken by the motorway linking Burgos with Malzaga and the Bilbao to Behobia motorway. The contract has been awarded to a consortium which includes Laing Iberica and is a toll concession involving at least £100 million of construction work.



Europe

In the year ended 31 March 1974, £42 million worth of new contracts were won by British building and civil engineering firms in Europe, an area where British contractors encounter difficulties in gaining new contracts. Although the demand for the skilled services of British consulting engineers, architects and surveyors remains high in this area, orders are won by contractors against strong international competition. The value of new contracts won in Europe in 1973/74 represents a fall of £17 million on the £59 million achieved in 1972/73. In the EEC countries the value of new contracts obtained amounted to only £7 million compared with the exceptional figure of £25 million in 1972/73.

Laing Iberica, Spanish member of the Laing Group, have again been active in Spain in the period under review. A toll concession involving at least £100 million of construction work for a new 100 mile (160 km.) motorway in Northern Spain has been awarded to a consortium comprising Laing Iberica, Ferrovial SA and Europistas Concessionaria Espanola. The award has been let by the Spanish Ministry of Public Works on a similar concession basis to the award for the Bilbao to Behobia motorway recently completed by a similar consortium including Laing Iberica. The new motorway will link Burgos, a major industrial centre, with the Bilbao-Behobia motorway at Malzaga, near San Sebastian and the frontier with France. Design has already started for submission of the first project documents to the Spanish authorities within six months. Extensive use is being made of computer aids such as alignment optimisation programmes for determining the exact route.

Woodall-Duckham Ltd. have been awarded a £4.5 million contract for 85 coke ovens and an associated by-product plant, to be built at Eregli in Turkey. Based on the highly successful Woodall-Duckham/Becker design, the new battery will be constructed on the Turkish Black Sea coast, for the Eregli Iron and Steelworks Co. It will form part of a general expansion of the existing facilities and is designed to meet the rising demand for steel. The contract calls for the design, engineering, procurement and delivery of all material. The company will also supervise the erection and testing of the battery.

The British Insulated Callender's Cables Group have been active in gaining several contracts in Europe. Balfour Kilpatrick Installations has won a £790,000 contract for the complete electrical and mechanical services at the Poseidon Beach Hotel on the Greek island of Corfu. The contract covers the design, supply and commissioning of the main electrical distribution, lighting, radio and television network, lifts, air-

TABLE 1 New contracts obtained and work done (1) by geographical areas: 1972-74 £ million (current prices)

Geographical areas	Total value of new contracts obtained in the year ended			Total value of work done in the year ended			Total value of work outstanding at		
	Mar. 31 1972	Mar. 31 1973	Mar. 31 1974	Mar. 31 1972	Mar. 31 1973	Mar. 31 1974	Mar. 31 1972	Mar. 31 1973	Mar. 31 1974
Europe	52	59	42	33	52	47	66	76	63
Asia	60	91	224	90	79	77	59	74	215
Africa	75	88	115	73	74	78	84	84	107
N. and S. America and Western Hemisphere	72	50	54	87	63	61	66	41	33
Oceania	41	58	80	37	49	59	85	97	132
Total	300	346	515	320	317	322	360	372	550
of which: EEC (2)	4	25	7	8	10	11	5	21	15
Middle East (in Asia and Africa)	44	75	210	69	57	61	38	56	199

(1) These figures include the contracts won and work done by wholly or mainly owned subsidiaries of British construction companies.
(2) 1973 membership.

Aerial view of a section of the Bilbao to Behobia motorway, (see also last year's article, *Trade and Industry*, 11 October 1973, page 59).

conditioning, drains, plumbing and all sanitary equipment. Also included in the contract are the supply, installation and commissioning of a desalination plant to convert sea water to drinking water, sewage treatment plant, transformers and a standby generator set. Another BKI company, McCann Ltd., Dublin, are undertaking a contract of £33,000 for electrical installation on a new housing development at Tolka Valley, Dublin. In addition to these contracts, the Power Transmission Division of Balfour Beatty has a contract by the Turkish Electricity Authority for the erection of 500 sq. mm. conductors on the 190 mile overhead power line from Seyitomer to Seydisehir, in Western Turkey.

Rosser and Russell (International) Ltd., a recently formed subsidiary of the Rosser and Russell Group have been awarded their first overseas contract valued at £480,000 for work in connection with the building of a new garment factory at Zamosc, Poland. An all-British consortium is undertaking the entire project, with Rosser and Russell as largest single contractor, appointed Main Contractor as well as Mechanical Service Contractor. They will have responsibility for the design of the factory and all services, the supply of materials and supervision of the erection and installation work.

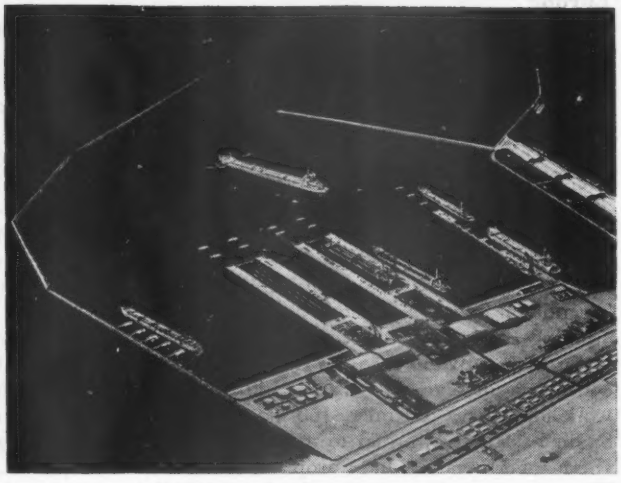
Africa

The value of new contracts obtained in Africa during the year ended 31 March 1974 amounted to £115 million. This represents an increase of £27 million over last year's figure.

The largest single contract won in Africa in 1973/74 has been awarded to George Wimpey and Co. The contract (worth over £24 million in total) is for the construction of three further airfields in the Republic of Zaire, bringing the total number of airfields being undertaken by Wimpey in Zaire, to seven. The work involves reconstruction and enlargement of all weather asphalt runways, parking aprons, new and improved buildings and surface drainage. This contract is undertaken within a total area of half a million sq. miles, mostly jungle and tropical grassland. Wimpey has set up a transport and servicing system to cover the many thousands of miles of communication lines needed for the widespread operation.

In Nigeria, the Balfour, Beatty Group has received two orders from the National Electric Power Authority for a total of 440 km. of 132 kv. overhead transmission lines. The first of the lines will link Oshogbo with Ilorin and Omu Aran and is a follow-up order to the similar NEPA contract for the line between Oshogbo and Akure, completed earlier this year by the Balfour, Beatty Group. The second order is for a power link between Jos and Maiduguri, in North-Eastern Nigeria.

The Central African Power Corporation has awarded the second of two contracts to Balfour Kilpatrick (International) Ltd. – a member of the Balfour, Beatty Group (part of BICC) for the supply and installation of electrical services for the second Kariba North power station and its extensions. This brings the total value of the two contracts to £300,000. The first contract is for the supply and installation of 11 kv. to 3.3 kv. power cabling and low voltage control circuitry. The second contract is for the supply and installation of the lighting, small power systems and the accessories for the power station, switching station and transformer compound area. Another contract obtained by this firm is for the electrical installation works at a pulp and paper mill in Kenya. The paper mill, which will be self-supporting, is to produce various grades of paper to meet the requirements of East Africa. It will have its own water supply, electrical generating plant, effluent disposal facilities, houses and offices.



Artist's impression of the Dubai Dry Dock complex to be constructed by a Costain Civil Engineering and Taylor Woodrow International, joint venture, under a £91 million contract.

W. and C. French Ltd., of the French Kier Group, are to start work at once on the second stage of the 40 mw. hydroelectric scheme at Tedzani Falls on the Shire River, Malawi. The value of the contract is £3 million and was awarded by the Electricity Supply Commission of Malawi. The work includes the completion of the barrage already partly constructed by French under an earlier contract and the supply and installation of radial barrage gates and equipment. A second head race tunnel approximately 2,500 ft. in length, surge chamber and penstocks are also to be constructed to lead the water for power generation to turbines situated in the power station building. The consulting engineers are Watermeyer Legge, Piesold and Uhlmann of London.

A further road contract worth £2.5 million has been awarded to Cubitts Nigeria Ltd., a subsidiary of Cubitts International Ltd., by the Nigerian Federal Ministry of Works. Included in the new contract are the rehabilitation of 36 miles of trunk road in North East Nigeria between Bama and Gwoza, and the reconstruction and widening of several bridges on the route, including major bridges over the Yedseram and Alo rivers. Work on the project is scheduled for completion in June 1975.

Taylor Woodrow of Nigeria Ltd. has received a contract valued at approximately £2 million from the Ministry of Works and Survey of the North Western State of Nigeria, for the construction of Phase 1A, Sokoto Teaching Hospital. This first phase forms the central core of a much larger proposed hospital complex. The work consists of the construction of an administration building and amenity ward, and two general hospital wards with a total accommodation for 188 patients. All of the buildings are of reinforced concrete frames and sandcrete block infill panels. The ward block roofs are comprised of reinforced concrete beams supporting structural steelwork and aluminium sheeting. The administration building has a hollow pot reinforced concrete roof and the first floors of all buildings are also of this type of construction. The project, which was started on 1 April 1974 is scheduled for completion in September 1976. Taylor Woodrow have also obtained a contract valued at £840,000 for the construction of 48 flats in eight three-storey blocks in Sokoto, North Western State of Nigeria.

Also in Nigeria several contracts have been awarded to Haden Nigeria, subsidiary of the British parent, Haden

Aerial view of the harbour at Port Rashid before work commenced on the Dry Dock complex.

Carrier. These contracts include air conditioning the new Government Secretariat in Lagos for £1.5 million; a plumbing order at the New Ministry of Finance Building for £563,000; some £200,000 worth of air conditioning involved in the extension to the Federal Palace Hotel; and a number of industrial orders, including £106,000 mechanical and electrical services and an air conditioning contract at Pfizer's new Ikeja factory. In Kenya, Haden's contracts include the kitchen block at Kenyatta National Teaching Hospital, Nairobi, valued at £150,000 plus work within the laundry worth £175,000. A wide range of contracts are also underway for the Ruaraka Brewery in Nairobi, where plumbing, air conditioning, ventilation and fire protection orders amount to about £350,000.

William Press (International), in a joint venture with Humphreys & Glasgow, have been awarded a contract to carry out all aspects of construction on the £15 million oil refinery at Lome in the Republic of Togo. The refinery comprises a Crude Distillation unit, Hydrodesulphurisation unit, Catalytic Reformer unit, LPG unit, Utilities and Buildings, etc., for the processing of 20,000 BPSD of crude oil to give LPG, petrol, paraffin, gas and fuel oils. The crude oil will be obtained from Nigeria. Engineering, survey and site construction work is underway, and completion is scheduled for 1976.

The Middle East

The value of new contracts obtained in the Middle East (both Asiatic and African) reached a record figure of £210 million. This represents a rise to nearly three times the £75 million of contracts received in 1972/73. Almost all of the new works obtained was attributable to the Asiatic Middle East with the £91 million contract for the Dubai dry dock complex being the largest single contract obtained in the Middle East in 1973/74. It was won by a joint venture of Costain Civil Engineering and Taylor Woodrow International. The contract was awarded by the Dubai Dry Dock Co. for the building of the largest dry dock complex in the Middle East. In addition to the dry docks for one 1-million ton and two ½-million ton tankers, the complex will provide repair and maintenance facilities for berthing eight very large crude oil carriers. The project also includes the construction of a 4,000-m. breakwater and all supporting facilities and buildings for engineering, maintenance, stores, general services and the administration offices required to run the complex. The buildings will be sited on reclaimed land adjacent to the deep water harbour of Port Rashid, completed in 1972. Preparatory work consisted of placing rocks in the sea for several months to form bunds which will retain sand dredged from the sea. Site investigation for the project included seismographic surveys and trial borings to determine the type of ground beneath the docks. The shape of the breakwater was evolved after tests at the Taylor Woodrow laboratories under the direction of Sir William Halcrow and Partners, consulting engineers for the project.

Taylor Woodrow International Ltd. have also been awarded a contract by the Sultanate of Oman, valued at about £930,000 for the provision of buildings and services required for the new £3 million harbour recently completed by Taylor Woodrow International at Risut. The facilities consist of a water supply pipeline, reinforced concrete reservoirs, barracks for workers and security forces, accommodation for customs officials, housing for the harbour master and harbour engineer, together with other buildings including a police station, administration block, storage, customs and immigration. Also included are roads, water and electrical distribution and drainage. In a joint venture with W. J. Towell and Co., Taylor Woodrow International Ltd. are also carrying out a contract valued at over £340,000 for the construction of a three-storey complex of offices, shops and supermarket for W. J. Towell at Muscat, Oman. Taylor Woodrow have obtained a further contract including design, construction and supply of equipment for an abattoir at Salalah, for the Sultanate. The project is designed for a throughput of 25 head of cattle and 10 sheep per day, with provision for future extensions to increase this by 200 per cent. Facilities for the chilling and storage of carcasses for local consumption and shipment to other parts of Oman and the Arabian Gulf are incorporated.

Marples Ridgway Ltd. have been awarded a £2,800,000 contract for land reclamation at Djaila, in Iraq. An area of 5,000 hectares near Kut, South East of Baghdad requires precise land levelling and the laying of 500 km. of field drainage. The work will allow water from the River Tigris to 'wash out' harmful salts which have accumulated in the soil and enable the land to recover its fertility. The contract was awarded by the State Organisation for Soils and Land Reclamation of the Republic of Iraq.

BIC Construction Co., a member of the Balfour, Beatty Group, has received a contract from the Government of Iran for the design, supply and erection of a 400 kv. overhead transmission line between the Reza Shah Kabir Dam and Ahwaz. The single circuit line will comprise twin 795 MCM ACSR conductors carried by Y-shape self-supporting towers. The route covers 137 km. and includes a section through the Zagros mountains of Southern Iran which in some cases will involve span lengths of over 900 m. From the RSK Dam, now under construction on the Karun River, power will be transmitted to Ahwaz, which is a busy oil production and agricultural centre.

Balfour Kilpatrick (International) Ltd. and Montagebau International (UK) Ltd. are operating for the first time on a joint venture basis on two contracts worth over £1 million in Saudi Arabia and Abu Dhabi. The increasing international requirement for oil which has resulted in general industrial expansion in the Middle East is reflected in both contracts which include testing, installation of electrical services and

When overseas contracting takes you to

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Australia
Austria

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Bolivia
Bulgaria
Burma
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Dutch West Indies

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Jordan
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Saudi Arabia
Senegal
Singapore
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South Africa
Spain
Sudan
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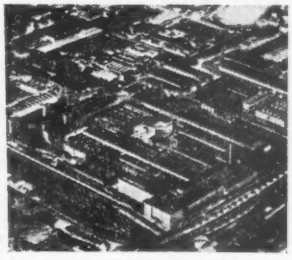

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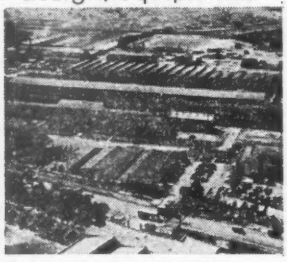

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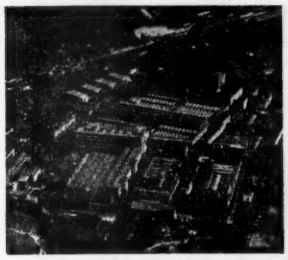

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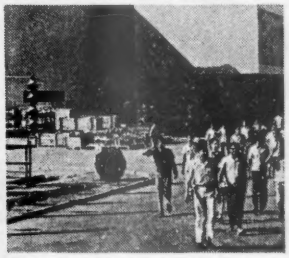

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instrumentation for extensions to two oil refineries at Abqaiq and Ras Tanura for the Arabian American Oil Co. in Saudi Arabia and extensions to two oil production bases at Asab and Bub in Abu Dhabi. The main contractors are Fluor of Holland and William Press of Co. Durham respectively.

Oceania (Australasia, etc.)

During the year ended 31 March 1974, the value of new contracts obtained in Oceania rose to £80 million, compared with £58 million in 1972/73. This represents a new record level of work obtained in this area, as British firms continue to expand their business in this part of the world.

Costain Australia Ltd. has won a £23 million contract to construct the 40 storey Capital Tower in Melbourne. The development, which is in the western business end of Melbourne, will provide 726,700 sq. ft. of floor space and 34 storeys will be office accommodation and the remaining levels will be retail, banking and service areas. A basement car park will provide parking for 378 vehicles and over this, at ground level, there will be a shopping centre. This area will be covered by an 18,000 sq. ft. garden plaza. The tower will be supported by the central core and four external corner columns. The reinforced concrete main frame is to be fully exposed and the corner columns will support three main horizontal beams dividing the building into three vertical zones. The central core will be slip-formed and the external face of the tower will be clad with curtain walling and walkable roofs will be provided at levels 38 and 39. The development, which is in Burke Street, Melbourne, is for the Abbey Capital Property Group. Architects for the project are Godfrey and Spowers; consulting engineers are Ove Arup and Partners.

Taylor Woodrow International Ltd. won several contracts in Australia. The most valuable of these, worth £2.7 million, is from the Flinders Medical Centre Board for further work at the Board's Bedford Park complex, South Australia, where Taylor Woodrow are already working on a lecture theatre and library under an earlier £1 million contract. The new building, a 'T' shaped block with a floor area of 144,000 sq. ft. of reinforced concrete construction, is to include office suites for professors and staff, consulting rooms, a lecture theatre and extensive laboratories and a number of wards. Another contract won by Taylor Woodrow, valued at £2.5 million, is for a one-mile extension of the Mitchell Freeway, Leederville, Perth, for the Government of Western Australia. The extension includes two major bridges, the larger of which will be 900 ft. in length, and a pedestrian footbridge. Other contracts won by Taylor Woodrow in Australia include: a £1.9 million share of a £2.7 million contract to build an entertainment centre in Perth; an £800,000 contract for the construction of a stores complex at Garden Island, Western Australia; a £750,000 contract for a 700 ft. long berth at Port Hedland, Western Australia; and a £170,000 contract for four steel bridges up to 200 ft. long, on the Mt. Newman Ore Railway, Western Australia.

In New Zealand, Cubitts (New Zealand) Ltd. have been awarded a £560,000 contract for a nine-storey office building, Wakefield House, in Wellington. The new building which will be in the prestige commercial area of the city, will be of reinforced concrete frame construction with precast concrete floor slabs and exposed aggregate precast cladding panels.

Rest of the world

In Malaysia, Taylor Woodrow International Ltd., have received a contract worth £235,000 for the construction of the Mount Miriam Cancer Hospital at Penang, Malaysia. The five-storey building of reinforced concrete construction, will contain 12 three-bedded wards and 12 single bedrooms, an X-ray room, recreation rooms and a chapel and a garden on the roof. The contract includes the installation of mechanical and electrical services, together with external works.

Also in the Far East, Westpile (SEA) Private Ltd., the Singapore subsidiary of West's Piling and Construction Co. Ltd., has been involved in driving the 350 mm. × 350 mm. steel H piles required at the Sembawang dry dock, Singapore.

In Jamaica, Higgs and Hill Ltd., have won a contract valued at over £800,000 for providing nursing and staff accommodation at the Montego Bay Hospital.

Hospital at Montego Bay, constructed by Higgs and Hill Ltd.

BOTB News

The British Overseas Trade Board supported the largest promotion of British consumer goods to be featured in an American department store this year, held from 19 September to 6 October. The promotion was held by the Broadway Department Stores in 38 stores in California, Nevada, Arizona and Utah. Picture shows a presentation of a commemorative plaque to J. Hart Lyon (right), Chairman of Broadway Stores, by Lord Redmayne Chairman of the British Overseas Trade Board's North American Advisory Group, watched by Morris Dahlem, President of the Los Angeles Area Chamber of Commerce.

Opportunities for British construction industry in Far East

'There are considerable opportunities throughout South East Asia for the export of British goods and services related to the construction industry and these opportunities are expanding in most areas'. This is one of the main conclusions in a report *A Preliminary Market Appraisal of the Construction Industry in the Far East* published on 14 October by the British Overseas Trade Board.

The report says that British exporters in general are not taking sufficient advantage of this situation and are losing out year by year to more aggressive marketing.

The report is essentially a stage one exercise designed to screen out opportunities to provide the basis for more detailed research into individual products and services in the most promising markets. It gives an analysis of the current construction industry and growth projections in Indonesia, Philippines, Singapore, Thailand, Hong Kong, Malaysia, Khmer Republic (Cambodia), South Korea, Laos, South Vietnam and Brunei and recommends how British exports could be increased.

Price, although important, does not appear to be the major limiting factor on the export of British goods and services to the area.

It is on delivery and communication that British companies are criticised. To know in advance the report says, that a delivery could be delayed and to know the reason for the delay can go a long way to improve relationships between customer, importer and manufacturer. The report states that the quality of products from Britain is widely recognised and most importers and users consider British products to be at the top of the quality scale.

In addition to dealing with each market in turn, there is an analysis of comparative salary scales and practices together with statistics detailing imports of building materials and constructional steelwork. There is also an analysis of loans made by the Asian Development Bank to countries in SE Asia and an examination of the consultancy services used by the bank and individual countries.

A Preliminary Market Appraisal of the Construction Industry in the Far East was prepared for the British Overseas Trade Board by Overseas Market Research Ltd. The report is in seven volumes, totalling some 700 pages and is available to British manufacturers from the Central Library, 1 Victoria Street, London SW1H 0ET, price £15 post free, or price £10 (plus postage and packaging) if ordered through a trade association or chamber of commerce.

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotion Division of the Department of Trade (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department would therefore welcome receiving notification of any businessman intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

Government Publications in Scotland

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Exhibitions and Fairs

British machine tool firms make inroads in US market

From Harry D. Hall, Vice-Consul (Commercial), Chicago: The International Machine Tool Show took place in Chicago, 4-13 September, at the International Amphitheatre and McCormick Place. Twenty-nine British machine tool builders rolled up their sleeves for a 10-day intensive drive for sales in the United States and by the close of the show they had written nearly $3 million in business and received 8,000 firm inquiries.

Overseas participation at the show included displays from Soviet Russia, Romania, West Germany, Sweden, Italy, Japan, Canada, Spain, France, Hungary, Denmark, Belgium, Czechoslovakia, Switzerland, Portugal and, of course, Great Britain.

The British exhibitors were jointly sponsored by the Machine Tool Trades Association and the British Overseas Trade Board.

The International Machine Tool Show, the largest industrial show held in the United States, was sponsored by the National Machine Tool Builders Association. There were some 800 exhibitors in the two major Chicago exhibit halls which covered an area of one-half million sq. ft. of floor space. This represents a 10 per cent increase over the previous show held in 1972.

A record attendance of 77,000 visitors, including 10,000 from overseas, were able to view equipment ranging from highly sophisticated machine tools, such as computer numerically controlled machines with tool changing systems, to the conventional centre lathe and small drilling machines.

Howard O. Barrett, Director-General of the Machine Tool Trades Association, said this show was the finest he had seen in the United States and, from an orders taken standpoint, the most successful American show in which his members had participated.

The British exhibitors who, according to Mr. Barrett, represented about 50 per cent of the British machine tool capacity, are confident that they can make even further inroads into the US market. It is noteworthy that, despite the reputation of the US in the field of technology and innovation, generally, the British exhibits in Chicago were able to attract the attention of many important visitors and other exhibitors, both domestic and foreign.

One British exhibitor had written nearly one-half million dollars worth of business halfway through the exhibition. Other British exhibitors had similar success stories to relate. One company received a single order worth $2 million from his distributor. Many exhibitors had sold all of their equipment on the stands before the show closed.

There is no doubt that without exception all of the British exhibitors achieved their objectives. Some completed their distribution network arrangements throughout the United States, while others established new agencies and those companies already on the ground in the US, either with their subsidiaries or with an established network of distributors, wrote worthwhile business.

The event was perhaps best summed up by James A. Gray, US President of the National Machine Tool Builders Association, who compared the trade show to a Ziegfeld extravaganza of the '30s – big and spectacular!

The significance of the British machine tool industry's competitive ability in the United States market is evidenced by their outstanding performance during the past few years. In 1966 the industry's sales approached $16 million annually. Sales of $22.3 million made 1973 a record year for British toolmakers in this market. Export sales for the first five months of 1974 have reached $10.2 million which indicates that at the current rate sales will exceed last year's totals.

John Steptoe, sales director, Precision Grinding Ltd., second from left explains the finer points of its hydraulic diesinker during the Chicago International Machine Tool Show to, left to right: G. C. Tout, Deputy Consul-General, and R. A. Daniell, Consul-General, Chicago; Lewis Mufatti, Vice-President, Precision International; and C. L. Mallaby, Deputy Director-General of Marketing, British Trade Development Office, New York.

Two joint ventures set for Brno fair

The Brno International Consumer Goods Fair is to be held at the Brno Fairground in Czechoslovakia, 12-20 April 1975. This increasingly important fair covers the whole spectrum of consumer goods.

The British Overseas Trade Board is offering joint venture support terms to the Clothing Export Council of Great Britain for the clothing sector of this exhibition and companies in this product group interested in exhibiting at Brno should contact: T. P. Randle, Clothing Export Council of Great Britain, Academy House, 26-28 Sackville Street, London W1X 1DA; tel. 01-734 9744.

Support terms are also being offered to the London Chamber of Commerce for other sectors of this fair, with particular emphasis on kitchen equipment, shoes and leather goods, and cosmetics and perfumery. Interested companies should contact: C. Land, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB; tel. 01-248 4444.

New ranges displayed at Canada shoe show

The Canadian International Footwear Exposition which took place in the Exhibition Hall of Place Bonaventure, Montreal, 22-24 September, was generally considered to be one of the most successful trade shows held by the Canadian Shoe Industry.

This show, organised by the Shoe Manufacturers Association of Canada and supported by allied trade associations catering to all sectors of the industry from the tanner to the retailer, attracted a large number of footwear and handbag buyers from all the Canadian provinces and also from the north-east area of the United States.

Just over 200 exhibitors filled the 250,000 sq. ft. exhibition hall and presented to buyers a wide range of both Canadian-made and imported footwear and handbags. In addition a group of shoe industry suppliers exhibited machinery, findings and supplies for the footwear industry.

There was a strong British presence at the show, with the main concentration of British companies in the enlarged joint venture participation sponsored by the British Footwear Manufacturers Federation and supported by the British Overseas Trade Board.

The British manufacturers who took part in this joint venture were: B.S.C. Footwear Supplies Ltd., T. Groocock and Co. (Rothwell) Ltd., Somervell Bros. (K. Shoes) Ltd., Morlands (Clark, Son and Morland) Ltd., Geo. Selwood and Co. Ltd., Start-Rite Shoes Ltd., George Ward Ltd., John White Footwear Ltd., and Crossbow Footwear (T. G. Wright Ltd.).

The individual stands of each British company were situated along the side and rear walls of the group exhibit. This left an unencumbered access to the main exhibit area into which a large number of the visiting retail buyers ventured.

The principal objective of exhibitors at this show is to display their new ranges, take sample orders and make new contacts. The public relations aspect of participation is, therefore, more important than the volume of orders booked. The British companies who have participated regularly in this show reported good buyer interest. In fact, Start-Rite Ltd., which has taken part in every joint venture footwear exhibition in Montreal, reported that during the three days of the show 98 retail buyers called at its stand.

In 1973 Canadian production of footwear was approximately 51 million pairs, with imports totalling approximately 45 million pairs. The corresponding wholesale values were $270 million Canadian and $160 million imports. The President of the Shoe Manufacturers Association of Canada recently predicted that the Canadian industry will produce $290 million of footwear in 1974 with imports expected to be near $200 million. British exports of footwear to Canada in the first six months of 1974 have risen in value to £1.774 million from £1.295 million in 1973.

President Kenyatta awards pavilion prize in Nairobi

Massey Ferguson (Export) Ltd., Coventry was one of 24 British firms which exhibited (*picture above*) at the Nairobi Show, 1-5 October.

The British display was organised under joint venture terms by the British Overseas Trade Board in collaboration with the Agricultural Engineers Association Ltd. and the Birmingham Chamber of Commerce and Industry.

It was staged at the British Pavilion, a permanent feature of the Nairobi Show, which this year won the first prize awarded annually to the best national pavilion. The silver cup was presented by President Kenyatta on 2 October.

The British companies presented a wide range of agricultural machinery, forklift trucks, chemicals, tea machinery, tanning machinery, plastic piping, machinery for the plastic industry, laundry machinery, coffee grading machines and educational aids.

The Nairobi Show, the most important general trade fair of Central and East Africa, is held at Jamhuri Park, Nairobi.

Electronics sales success in Japan

From E. J. Field, First Secretary (Commercial), British Embassy, Tokyo: To some people selling electronics components and equipment to Japan might seem a daunting task but nine of the 16 exhibitors in the joint venture at the Japan Electronics Show, sponsored by the Electronic Engineering Association and supported by the British Overseas Trade Board, were back in Japan for the second time in just about a year – a testimony to the value of exhibitions in reaching potential customers in this country.

A further three British companies – Advance Electronics, Ultra Electronics (Components) and Welwyn Electric – were taking their first step into the Japanese market and all were very satisfied with the interest shown. It is expected that agents will be appointed for all these companies in the very near future.

Opportunities offered

Another exhibitor, Ferranti, is already well established in Japan but was showing for the first time its shaft encoders and precision potentiometers. Again, the market was considered to offer opportunities and Ferranti will be following up this initial move.

Many of the companies exhibiting in the show were first attracted to Japan by joint ventures and are now enjoying good business in the country. One example is P.B. Products whose PC scriber coordinatograph has been extremely popular in this market and a most encouraging volume of orders was received during the exhibition.

Firms encouraged

The Japan Electronics Show alternates between Tokyo and Osaka. This year's exhibition was held in Tokyo, 18-24 September, and occupied three large buildings at the Harumi Exhibition Ground. Three hundred and seventy companies exhibited and 150 foreign firms were represented, many of them, however, on agents' stands. The total number of visitors to the exhibition was 354,000.

Japan's electronics industry is now one of the largest in the world. The success of participation in recent shows has encouraged the planning of further joint ventures to encourage British companies to seek a greater share of this enormous and growing market.

Export Business

Television deals with Qatar, Czechoslovakia and Lebanon

Two more outside broadcast vehicles equipped with Mark VIII automatic colour cameras have been ordered from Marconi Communication Systems Ltd. (a GEC-Marconi Electronics company) bringing to more than 20 sales of these technically advanced units in the past two years.

This latest order, worth more than £500,000, comes from Czechoslovak Television through the country's state purchasing agency. One will be used for general news coverage around Prague and the other in Bratislava. Each vehicle will be equipped with four Mark VIII fully automatic colour cameras, sales of which, for both studio and outside broadcast operation, are now more than 300.

The repeat order follows delivery of three vehicles to Czechoslovak Television in 1972. Since then vehicles have been exported to Australia, Belgium, New Zealand and Yugoslavia.

The vehicles themselves are designed to operate in a wide range of climatic conditions and variable terrain, providing an economical layout with maximum space for production and engineering staff to operate with comfort during programme production.

Technical equipment is accommodated in separate racks at the back of the vehicle, while, in the forward part of the unit, are vision and sound mixers, monitoring equipment and all the necessary ancilliaries to provide a completely self-contained operational system.

The Mark VIII cameras themselves – whose light weight, automatic line-up, automatic colour balance, automatic dynamic centring and automatic check-facilities make them ideally suited for OB use – are housed in transit in pressurised dust-free lockers.

The Qatar Television and Broadcast Service has confirmed an order with Marconi Communication Systems for a further three Mark VIII automatic colour cameras, a Mark VIIIP portable colour camera and a range of ancillary equipment.

Qatar already has three Mark VIII colour cameras in use in its studio in Doha and a further two on order. Marconi states it was responsible for the major part of the country's colour conversion some 12 months ago.

Teleorient, the major television company in the Lebanon, has ordered a 5kW band III vhf television transmitter and associated equipment worth over £41,000 from Marconi Communication Systems.

Last year Teleorient went into colour, buying three Mark VIII automatic colour television cameras, vision mixers and switching equipment for its studios in Beirut. The new transmitter will extend the area of the company's television service.

Marconi originally supplied television cameras and associated fittings to Teleorient in 1961 and have subsequently modified some of its existing vision mixers and sync generators for operation with the colour equipment.

Factory to make sacks in Zambia

Fairburn Lawson Machinery (Synthetics) Ltd. of Leeds, in conjunction with Coutinho Caro and Co. of London and Samafor SA of Paris, have secured a contract in Zambia for the supply of a completely integrated plant to produce woven polypropylene sacks.

The contract, with a value in the region of £3 million was won by the consortium in the face of stiff competition from Italy and Germany, it is reported. The plant, designed around the Fairbairn Lawson TF4 circular loom and other specially designed equipment, will have an annual capacity near to 30 million sacks and is due for phased completion between 1975 and 1977.

This brings the number of fully integrated plants from Fairbairn Lawson, either in use or currently being supplied, to 28 in 23 countries throughout the world.

Cable-covering lines bound for Bucharest

An export order from Romania worth £400,000 for cable-covering machinery has been awarded to Francis Shaw & Co., Manchester-based engineer to the rubber and plastics industries.

The contract includes continuous vulcanising lines for covering cables with either rubber or crosslinked polyethylene.

The equipment, involving one horizontal and two catenary lines will be manufactured at Shaw's Manchester factory and delivered in summer 1975.

The contract has been placed by Electronum, the State buying agency, and the plant will be installed at an existing factory at Bucharest.

Liverpool company's Singapore building

Ocean Building, a £10 million 28-storey office and shopping complex straddling Collyer Quay on Singapore's waterfront, has been launched.

The building (*picture*) is a joint project of Ocean Transport and Trading, Liverpool-based shipping transportation and distribution group, and London's Capital and Counties Property Co. The two companies formed Ocean Properties Pte. Ltd. to develop the building and construction began in 1970.

The building, now virtually fully let, is the headquarters of the Straits Steamship group of companies in which Ocean has a majority shareholding.

This is the third Ocean Building to occupy the site since 1864 and reflects the long association between Ocean and Straits. Rising 390 ft. above Collyer Quay, it provides 425,000 sq. ft. of office space; 16,000 sq. ft. of shopping area; and parking for 439 cars. From the roof-top cocktail lounge there is a 25 mile view out to sea, overlooking one of the world's busiest waterways.

Kuwait buys from Britain

An export order worth over £400,000 has been placed with H. H. Robertson (UK) Ltd. of Ellesmere Port for the wall and roof cladding and the acoustic ceiling for the Kuwait Ministry of Power's new generating station at Doha.

Scots win alarm order in Spain

Highland Electronics Ltd. has been awarded a contract for the supply of alarm equipment by Titanio of Spain against competition from Spanish, American and other international companies. The order, valued at approximately £13,000, is to supply systems containing over 500 alarm functions using highly reliable TTL logic for the process control protection of a chemical-producing company in Huelva.

The equipment to be supplied by Highland Electronics will consist of solid state Alarm Annunciator systems, code SSA 9000. The installation will comprise four 19 in. racks, each complete with specially-designed power supply units and logic boxes containing printed circuit boards. Display panels containing visual and audible indication, together with interconnecting cables terminating in plugs for easy connection to the 19 in. racks, form the complete system which is to be manufactured and tested at the Highland factory in Scotland.

Since this contract was placed, Highland has received further inquiries concerning major installations in Spain. The future is considered very promising and, although Spain is new to Highland, its years of experience on alarm equipment – supplying process control companies, shipping, oil refineries etc. – have prepared it for entering what it sees as one of the hardest but potentially largest markets in this part of Europe.

As Highland has been so successful in supplying equipment indirectly for export it was decided to investigate the potential for direct export in the world market, primarily for alarm equipment. Using the assistance of the Department of Trade and of the British Embassy or Consulate in various countries, market surveys were initiated to discover the export market potential.

Overseas associate companies marketing Highland alarm equipment include GEC Australia Ltd., which also supplies equipment to New Zealand and Indonesia, Highland Electronics is represented in Belgium, Luxemburg, Holland, Norway, Denmark and South Africa. It supplies equipment directly to many other countries.

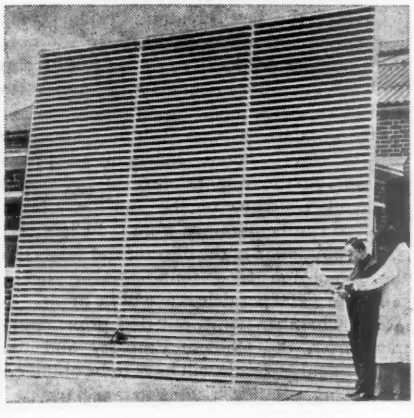
Saudi Arabia centre installs huge louvres

Project currently reaching completion at the Slough factory of Royair Ltd. is the manufacture of giant-sized louvred panels scheduled for installation at the ultra-modern King Faisal Specialist Hospital complex in Saudi Arabia.

Tailor-made for the complex, this batch of 23 weather intake and extraction louvres 16 × 13 ft., will ensure optimum ventilation at the hospital's powerhouse which will eventually house up to nine gas turbines. As well as fulfilling aesthetic design requirements, these giant units are unique in that they will be self-cleaning – the desert sand having a scouring effect on the high quality extruded aluminium components.

The louvred panels will be shipped to Saudi Arabia in kit-form and finally assembled on-site. For this purpose, the prototype unit (*picture*) has been manufactured by Royair. Drilled on assembly to within fine tolerance limits, the prototype will act as the template for the remaining 22 units to be put together on site in Saudi Arabia. After a thorough dimensional and assembly inspection at the Slough factory, the prototype will be dismantled for export, together with the specially designed accessory components for the louvres which will complete this consignment.

These giant louvres form only part of Royair's £100,000 contract for the supply of grilles and air terminal devices to the administration, power and residential sections of the King Faisal Specialist Hospital.



Site exploration in Middle East

Foundation Engineering has won two site investigation contracts in the Middle East, total value approximately £156,000.

The first is for the Dubai drydock, being built for Sheikh Rashid bin Said Al Maktoum, Ruler of Dubai. A Pilcon Traveller 50 drill will be used, mounted on a jack-up platform designed and constructed by Costain Civil Engineering. The £70,000 contract begins in September 1974 and should be completed by April 1975. Geotechnical Consultants are Ove Arup and Partners.

The second contract, worth approximately £86,000 is an investigation for a deep water channel at Umm al Oawain. The creek is at present obstructed by rock at sea bed level and Foundation Engineering will be using a Pilcon Wayfarer boring rig with pendant rotary drill on a floating craft to drill 10 m. into rock in up to 50 positions. Work begins September 1974; the client is the United Arab Emirates Ministry of Public Works and consulting engineers for this and the drydock contract are Sir William Halcrow and Partners.

System monitors insecticide mix

A batch metering system supplied by Neptune Measurement Ltd. of Dobcross, near Oldham, has been installed in a new 10,000 tons-a-year insecticide plant at Kafr El Zayat in the Nile Delta between Cairo and Alexandria. Designed for the Kafr El Zayat Chemical & Pesticides Co. by Plant Protection Ltd., ICI crop protection subsidiary, the plant produces Alboleum, an insecticide used to protect citrus fruits.

The insecticide contains 80 per cent of mineral oil and the job of the metering equipment is to measure the correct quantity of oil in each batch and to control the pumps and valves in the blending system. Each batch consists of 8,000 litres, the mixing being carried out in two batch pots alternately.

The metering equipment comprises Neptune Unipulse meters linked to electronic batch controllers. The amount required in the batch is pre-set at the controllers, the system is started up and the meters transmit flow information in the form of a series of impulses along cables to the controllers. When the required quantity has been dispensed, the controllers operate the pumps and valves, cutting off the flow.

Neptune states that one major reason for the choice of the Unipulse method for this application was that, once the batch quantity has been set up and the system started, operation is automatic and the operative is available for other duties, knowing that dispensing will stop when the required amount of oil has been delivered.

Oil processing contracts in Finland and Yugoslavia

Simon-Rosedowns Ltd. of Hull, a Simon Engineering company, has secured two contracts for vegetable oil processing plant amounting to over £200,000.

A contract placed by Raision Tehtaat Oy of Finland is for a semi-continuous deodoriser of 15,000 lb./hour capacity. This deodoriser is of a new design recently introduced by Rosedowns' licensers, Votator of America, being smaller than the original but having the same range of capacity. Instead of a six-tray deodoriser, this new design employs four trays so making a considerable saving to the processer in plant investment costs.

A contract for Tvornica Ulja Zagreb of Yugoslavia concerns the supply of equipment to bleach, harden and deodorise vegetable oils. In this supply is a semi-continuous deodoriser of 7,500 lb/hour capacity and a continuous bleaching plant to treat the vegetable oils prior to their being passed to the hardening unit and subsequent deodorising.

Missions and Tours

A selling mission from the British Knitting Export Council was received by the GDR Chamber for Foreign Trade during their visit to Berlin from 18-20 September. Herr Dölling, Director of the Chamber, gave the mission an outline of the favourable prospects for the development of Anglo/GDR trade. Mr. J. E. Reeve, Commercial Counsellor at the British Embassy to the GDR in Berlin, is on the Director's right.

Leicester organisation plans ahead for next year's tours

Leicester and County Chamber of Commerce has announced its mission programme for 1975. The schedule begins with a mission to Iran which leaves Leicester on 10 January and returns six days later. The Chamber is also visiting Australia from 5-25 April, Trinidad and Jamaica in May and South Africa in August.

Provisional plans for the latter part of the year include projected visits to Moscow in September and the Gulf states in November.

Outlining the programme, H. Leslie Milliard, the Chamber's chief executive, explained that in 1973 Iran took a 19.4 per cent share of British exports to the Middle East. He said that an especially good relationship exists between Britain and Iran which would help Leicester manufacturers.

A rise in incomes because of increasing oil revenues has resulted in an upsurge in demand for consumer goods, said Mr. Milliard. Although development of Iranian industry means this is being met more and more from domestic sources, the market for capital goods is more promising and offers scope for the supply of Leicester-made goods and technological skill.

It will be the second time the Chamber has visited the Caribbean. It is anticipated that next year's Trinidad-Jamaica mission will comprise manufacturers of machine tools, woodworking machinery, electrical equipment, textile machinery and generating equipment.

The South African market, a popular destination with Leicester manufacturers, is a good one for high quality consumer goods, Mr. Milliard says. In the field of capital equipment, excellent opportunities exist for the supply of more sophisticated and highly specialised products such as electronic equipment and desalination plant.

Prospects for Anglo-Soviet trade are brighter than for several years according to members of the Leicester and County Chamber of Commerce mission to Moscow which returned from Russia earlier this month.

One company, machine tool maker A. A. Jones and Shipman Ltd., brought back an order worth £1.25 million to supply 173 precision tool room grinding machines over an 18 month period. The order was clinched during the mission after negotiations had been in progress for 10 months.

Arthur Simons, a vice-president of the Chamber, said on his return that the 20-man mission had enjoyed a most enthusiastic reception.

This was the 12th annual mission to visit Moscow from Leicester.

Westminster group bound for China and Australasia

The City of Westminster Chamber of Commerce proposes sponsoring a trade mission to Australia and New Zealand, 1-31 May 1975, and application has been made to the Department of Trade for financial assistance under the outward mission scheme.

The proposed itinerary: Singapore, 2 May; Perth, 3-7 May; Adelaide, 7-9 May; Melbourne, 9-16 May; Sydney, 16-24 May; Auckland, 24-30 May; Hong Kong, 30-31 May.

The net cost will be £702 per delegate, the Chamber reports. This includes all air fares, transit between hotels and airports and first class accommodation in single rooms for 28 nights, with service. Participants must, however, before departure pay to the Chamber the sum of £1,202 including VAT.

The price is dependent on a minimum of 15 mission members.

Deviations within Australia and New Zealand can be made to suit the individual needs of participants. Should delegates wish to visit Australia only, this can be arranged with an adjustment in cost of the mission. On completion of the mission and subject to the submission of a confidential report, refunds will be made as follows: Australia and New Zealand, £500; Australia only, £450.

Those wishing to participate are requested to contact the Chamber as soon as possible.

The Chamber is sponsoring a trade mission to The Peoples' Republic of China under the Department of Trade mission scheme for exporters of British goods and services.

The proposed itinerary is: 29 November, leave London (Heathrow); 30 November, spend night in Karachi; 1 December, arrive Peking; 14 December, leave China; 14/15 December, spend two nights in Hong Kong; 16 December, Hong Kong/London.

Costing: the fare London, Peking, Hong Kong, London, will be £719.70. In addition, the Chamber service fee will be £125 (plus £10 VAT). The price may be subject to alteration consequent upon increases in tariffs or exchange rates. Within China, the cost of travel, hotels, share of receptions etc will be the responsibility of individual delegates. Guidance on the sum likely to be involved can be obtained from the Chamber.

On completion of the mission and subject to the submission of a confidential report a refund of £400 per delegate will be made.

The Chamber points out that prior agreement from the Chinese Embassy and the Department of Trade will have to be obtained for any organisation wishing to take part.

Customs notices of interest to exporters

The following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London EC3R 7HE.

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
17 (May 1973)	Arrangements for preferential trade between the Channel Islands and the United Kingdom.
49	Temporary importations: international co-operation.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples imported for promoting export trade.
132A	Sugar: cessation of Import Duties and Imposition of Levies under the Common Agricultural Policy of the EEC and the Sugar Board Charge.
172	Hydrocarbon Oils: drawback of duty.
207	Re-imported goods: relief from Customs duty and Value Added Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
221	Process Inwards Relief and Pre-financing of export refunds on products for process.
221A	Section 7 relief: changes in procedure.
223	Export relief on goods exported in the same state as at import ('Same state section 7 relief').
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
241	European Economic Community: Compensatory, Levy and Addendum thereto.
275	Documentation of Exports for Statistical Purposes.
290	Export of personal and household effects.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
300	Export reliefs scheduling scheme.
703	VAT – Exports. (Revised November 1973)
704	VAT – Retail Export Schemes. (Revised November 1973)
705	VAT – Tax free sales of motor vehicles to tourists, etc.
750	Community transit - general.
750A	Community transit – list of Offices of Departure, Transit and Destination and Guarantee Offices in the United Kingdom, etc.
750B	Extension of the Community Transit procedures to Austria and Switzerland.
751	Notes on completing Community transit forms T1, T2 and T3.
752	Free circulation of goods in the European Communities.
753	Community transit – the simplified procedure for goods carried by rail
754	Documentation for fish caught by British fishing vessels.
755	Community transit – special control procedures.
756	Instructions on the use of loading lists as descriptive parts of forms T1, T2 or T3.
774	Hydrocarbon Oils Customs Duties: Additions of *Ad Valorem* Protective Element.
800	EEC Common Agricultural Policy: Customs procedures in respect of export refunds and export licences.
810	EEC Preferences – Free Trade Agreement between the EEC and the EFTA countries.
810A	EEC Preferences – EFTA Countries. Simplification of the documentation system described in Notice 810. Introduction of universal form of movement certificate EUR 1.
812, 812A	EEC Preferences – Turkey.
815 (June 1973)	EEC Preferences – Morocco.
817 (June 1973)	EEC Preferences – Tunisia
818 (June 1973)	EEC Preferences – Egypt.
819 (May 1973)	EEC Preferences – Cyprus.
820 (July 1973)	EEC Preferences - Lebanon.
821	EEC Preferences – simplified procedure for sending evidence to EEC customers about the origin of goods.
830	Arrangements between Denmark and United Kingdom.

Trade Information

Applications for temporary exemption from import duty

The Department of Trade is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 31 October.

Tariff heading	Proposed definition for tariff purpose	Applied for as	Exemption required until	Reference
29.11	Glutaraldehyde	Glutaraldehyde 50% solution	31 December 1975	14398
29.34	Nickel (II) di(ethyl-3, 5-di*tert*butyl-4-hydroxybenzyl-phosphonate	Nickel-3, 5-di-*t*-butyl-4-hydroxybenzyl phosphonic acid monoethylate	31 December 1975	15133
29.44	Erythromycin	Erythromycin hydrate	31 December 1975	15230
39.02	Polyethylene in the forms covered by Note 3(b) to Chapter 39, having a corrected density of not less than 0.940 g. per cubic cm. when determined in accordance with British Standard 3412:1966 and containing not less than 2 per cent by weight and not more than 3 per cent by weight of carbon black	Hostalen GM 5010 Black	31 December 1975	15122
82.10	Interchangeable knife blades of steel, with parallel sides and ends and scored to enable segments of the blade to be broken off, being blades of a length along the cutting edge of not less than 79 mm. and not more than 100 mm. and of a width, measured at right angles to the cutting edge, of not less than 8 mm. and not more than 22 mm.	Snap-off blades	31 December 1975	15326
85.21	Cathode-ray tubes for use in colour television receivers having a bulb diagonal dimension of 471.0± 2.4 mm., a neck diameter of 36.5± 1.6 mm. and an overall length of 346.9± 9.5 mm. The tubes to have in-line guns, bi-potential electrostatic focusing and magnetic beam deflection over an angle of 110 degrees and rectangular cone. The 14-pin base will be to JEDEC B12-246. The implosion band will be fitted around the bulb incorporating mounting lugs for the tube.	Colour television tubes	30 June 1976	15058

Part of a consignment of rotary/linear bearings destined for Japan, being checked for roundness and concentricity at the factory of Coley-Rotolin Ltd. at Shirley, Warwickshire. These bearings, to be used on grinding machines, have a bore size tolerance of 0.0001 in. and a similar tolerance for ovality and concentricity. They are being checked on a 'Talyrond' inspection machine. Linear rotary bearings will be a major feature of the Coley-Rotolin stand at the seventh Japanese International Machine Tool Fair to be held shortly at Osaka. The company is finding an expanding market for the product in Japan and the Far East.

Hints to business men booklets: Chile

A revised edition of the booklet on Chile has been published in the 'Hints to Business Men' series. British business men who intend visiting this country on export business can obtain copies of the booklet on application to Export Services and Promotions Division, Department of Trade, Room D 05-09, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7146, or to any Regional Office of the Department of Industry.

New telephone numbers for departmental headquarters

Direct dialling is now possible to 1 Victoria Street, the London headquarters of the Department of Industry, the Department of Trade and the Department of Prices and Consumer Protection. This means that callers can dial the exchange number – now 01-215 – followed by any particular extension. For example, callers wishing to speak to the EEC Information Unit have had, up to now, to dial 01-222 7877 and ask to be put through to extension 4301. They can now dial the new access number 01-215 and follow this by dialling 4301. For operator assistance the number is 01-215 7877.

ECGD news

Yugoslavia: £7.5m copper tube plant

The Export Credits Guarantee Department has guaranteed a loan of £6.1 million which Lloyds Bank has made available to the Yugoslav Export and Credit Bank Group. The loan will be used in the building of a copper tube producing plant at Majdanpek, Serbia, for the BOR copper mining and smelting combine.

The £7.5 million contract was awarded to Davy Loewy Ltd., the Sheffield based Davy International company. Davy Loewy will not only supply the main items of equipment but will also be responsible for the design, erection and co-ordinating the engineering services required for the plant.

Repayment of the loan will be over eight years beginning six months after commissioning, which is scheduled for early in 1977.

☐ Extension to cement works in Kenya

The Export Credits Guarantee Department has guaranteed a loan of £850,000 which Baring Brothers negotiated with Bamburi Portland Cement Co. Ltd., Kenya, to expand the existing cement works at Mombasa.

Contracts have been placed already with British Deutz Ltd., London, which will supply preheater and rotary kiln sections, and Polysius Ltd., Ascot, Berkshire, which will supply a cement mill and ancillary equipment.

Repayment of the loan will be over a period of six years from commissioning which is scheduled for the beginning of 1976. Baring Brothers arranged the loan on behalf of Barclays Bank and Midland Bank.

Colombia: British Embassy address

The address of British Embassy in Bogota changed on 14 October to:

British Embassy
Calle 38, 13-35
Pisos 9-11
Bogota, Colombia.

The telephone number is 69 81 00 and the telex 44503 Brit.Co.

Sultanate of Oman: visa regulations

Further to the notice in *Trade and Industry* on 18 April 1974, new visa regulations are now in force for British businessmen intending to visit the Sultanate of Oman.

The Omani Embassy in London will now grant visas to British businessmen provided the applicants produce a letter of recommendation from their Chamber of Commerce. It is no longer necessary for them to provide a No Objection Certificate in order to obtain a visa. **CRE 01-215 5221**

Zambia: hotel accommodation

Owing to the forthcoming celebrations of the tenth anniversary of independence, block bookings of accommodation in hotels in Lusaka have been made by the Zambian Government for the period 16-31 October inclusive. Intending visitors to Zambia will therefore find it impossible to book accommodation between these dates. It is also understood that there is every likelihood of this period being extended beyond the dates quoted.

The world's tallest tower, nearing completion in Toronto's city centre. When finished the Canadian National Tower will accommodate broadcasting equipment for television, frequency modulated radio, local radio systems, cable television facilities and microwave telecommunications machinery. To combat high winds, icing and snow, a protective glass reinforced plastic dome will clad the top 91 m. of the structure. It has been designed and constructed in curved panels by Hunting Industrial Plastics Ltd., Burton-on-the-Wold, in conjunction with EMI Sound and Vision Ltd., which won the £1.25 million contract for the antenna system for the tower. Glass fibre for the dome has been produced by TBA Industrial Products Ltd., Rochdale.

Tariff and Trade Notices

Belgium

Excise duties on alcohol and mineral oils
The *Moniteur Belge* No. 187 of 27 September 1974, published decrees dated 26 September 1974, amending the excise duties on alcohol and mineral oils. The decrees came into force on 1 October 1974. Copies of the decrees (in French) are available.

Price control regulations
The *Moniteur Belge* No. 188 of 28 September 1974, published a decree dated 25 September 1974, amending the decree of 1 March 1973, concerning temporary changes to the price control regulations (EIS notice 230 of 9 April 1973 refers). The notification period for price rises, which should have returned to two months on 1 October 1974, will now remain at three-months until 1 February 1975. Copies of the decree (in French) are available. **OTAR ext. 288/466/467**

Italy

Import deposit scheme
Following EEC Decisions dated 17 July and 2 August 1974, the Italian *Gazzetta Ufficiale* of 10 August published a decree removing the following products from the list of goods to which the import deposit scheme applied. The decree is effective from 12 August 1974.

Tariff no.	Description
01.03 A I	Live swine: pure-bred breeding animals
03..01 B I c	Frozen tunny: whole, headless or in pieces
07.05 A	Dried leguminous vegetables for sowing
12.06	Hops (cones and lupulin)
ex 90.17	Artificial kidneys, blood tubes and associated filters

Deposits made under the decree of 2 May on products covered by the present decree cannot be freed until they have been held for 180 days. Copies of the full Italian text can be sent on request or seen at Export House. **OTAR ext. 466/467/482**

Spain

Liquefied ammonia: home compensation tax
Notice was given in *Trade and Industry*, 25 July 1974, page 184, of a temporary reduction to 1.5 per cent in home compensation tax levy valid until 4 September 1974 on liquefied ammonia, tariff heading 28.16.A. The Spanish *State Gazette*, 1 October 1974, announced the extension of validity until 4 December 1974.
OTAR ext. 462/471/472/473

Cyprus

Goods held at Nicosia airport: correction
The address given in last week's issue, page 74, should have read: The Chief Operations Officer Joint Operations, HQ United Nations Force in Cyprus (UNFICYP), Blue Beret Camp, Nicosia, Cyprus.
CRE tel. 01-215 5338

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Saudi Arabia

New tenders regulations
Following royal decree M/50 of 26.12.1393 (19 January 1974), new tenders regulations have been introduced. An unofficial translation of the new regulations has now been received and copies are available for inspection and on loan. **EDB ext. 7016/7015/7025**

Sierra Leone

Exemption from customs duty
The following notice was published in the *Sierra Leone Gazette*, 5 September 1974:

Government Notice No. 900
CUSTOMS AND EXCISE DEPARTMENT SIERRA LEONE
NOTICE TO IMPORTERS

All importers are warned that claims for the refund of duty already paid on goods sold locally to Government Departments and other bodies entitled to claim exemption from duty cannot be entertained. If goods are ordered for sale to such customers duty should NOT be paid on the goods at the time of importation but one of the following procedures should be adopted:

a The goods should be warehoused and sold '*ex* bond'
b The title to the goods should be passed to the customer and the customer (or his duly appointed agent) should prepare the bill of entry and claim exemption from duty under the appropriate item of the Second Schedule, Customs Tariff Ordinance.

OTAR ext. 473/472/471/462

Nigeria

Authorised dealers
The following circular issued by the Central Bank of Nigeria has been received by the British High Commission in Lagos.

Our attention has been drawn to instances in which fraudulent Nigerian companies/individuals have represented themselves as

LLOYD FORWARDING LTD
INTERNATIONAL FREIGHT FORWARDERS
CENTENARY BOND LONDON ROAD BARKING ESSEX
Telephone: 01-594 9922 Telex: 897273
Felixstowe Office: Trelawny House The Dock Felixstowe Suffolk
Telephone: (039 42) 4551 *and* 5438 *Telex:* 987732

FREIGHT FORWARDERS
ROAD TRANSPORT
LIGHTERAGE · WAREHOUSING
PACKING · INSURANCE

British Overseas Trade Board

Programme of trade promotions 1974-76

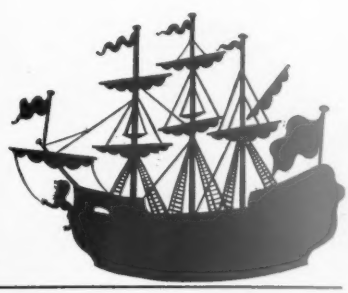
Princess Alexandra opening the recent British Industrial Exhibition, Sao Paulo, watched by the Governor of the State of Sao Paulo (right), the Hon. David Montgomery, president of the exhibition (second right) and Mr. D. B. Graham, director of publicity, Industrial and Trade Fairs International Ltd. (left), which organised the exhibition for the British Overseas Trade Board. Sales concluded at the exhibition amounted to £15 million. Further sales in the short term are expected to exceed £50 million.

Section 1
Overseas events where Government assistance to UK participants
4-34 is planned or under consideration

Section 2
35-43 Trade fairs and exhibitions within Europe

Section 3
44-47 Trade fairs and exhibitions outside Europe

Section 4
47-51 Trade fairs and exhibitions in the United Kingdom



If you're exhibiting in the United States of America, Soviet Union, Eastern Europe or South America, use the specialist freight service

Brewster Druce Turner are specialists in two key exhibition services. Their executives have had years of experience in shipping and forwarding exhibits of every kind and category to exhibitions in these countries.

They are also advisory experts on all aspects of national and international exhibitions and trade fairs.

Contact Brewster Druce Turner for a door-to-door, problem-free freighting service–and for all the advice and information you need.

BREWSTER DRUCE TURNER LIMITED

38-39 Brooke Street London EC1N 7UX
Telephone: (01)-242 6214 Telex: 25875 Drutum Ldn

Programme of Trade Promotions

This programme of Trade Promotions is published as a supplement to *Trade and Industry* in January, April, July, and October.

Section 1 lists overseas trade promotions and missions over the next two years for which British Overseas Trade Board support is already being planned, or is under consideration. The information is necessarily brief but further details can be obtained from the trade association or from the officer named against the event (Tel. 01-248 5757). For trade fairs the date shown in brackets after the officer's name and telephone extension number indicates the closing date for applications for support. Those interested in participating in any event for which the cut off date has passed should inquire of the sponsor or the officer named against the event, as occasionally, it is possible to accommodate late requests. Where no date is shown the cut off date has not been fixed.

Section 2 (Europe) and **Section 3 (outside Europe)** list a number of regular overseas trade fairs not mentioned in Section 1. **Section 4** lists some United Kingdom trade fairs

Fairs in this supplement are classified under the commodity groups (right), definite dates being given when known or alternatively the month in which a fair is usually held.

General inquiries should be addressed as follows:

(1) About support provided by the British Overseas Trade Board for overseas promotions: Fairs and Promotions Branch. Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU (Tel. 01-248 5757)
Telephone inquiries should be made as follows:
For trade fairs, British Shopping Weeks and store promotions—Ext. 7051
For British Export Marketing Centre, Tokyo—Ext. 7104 or 7317
For Outward Missions and symposia—Ext. 306

(2) About Inward Missions:
Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 463).

CLASSIFICATIONS
General
Agriculture, forestry, fishing, agricultural machinery
Aircraft and aeronautical equipment
Books and periodicals
Building, public works and construction equipment
Chemicals and allied industries, including plastics
Clothing
Display and shop equipment
Engineering, electrical and electronic, including radio and television
Engineering, other
Foodstuffs, food machinery, hotel and catering equipment
Footwear
Furniture, furnishings, household equipment and hardware
Handicrafts
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Jewellery and giftware
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment
Other specialised fairs

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1973 the British Overseas Trade Board supported some 6,500 firms exhibiting at 322 trade fairs in 48 different countries: eight British Shopping Weeks and 63 Store promotions. In 1973 155 Outward Missions were supported and some 1,800 firms were helped in that way.

Joint Ventures

Under its Joint Venture Scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside Western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £3 per sq. m of space and shell stand occupied.

British Pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside Western Europe, are also eligible for assistance similar to that given under the Joint Venture Scheme towards the costs of representatives' travel and of returning unsold exhibits.

Technical Symposia

In certain circumstances British firms taking part in technical symposia organised in association with a trade association may be given support.

Information Stands

At the more important trade fairs, especially in Western Europe, the BOTB provides an official Information Stand staffed by Diplomatic Service Commercial Officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre, Tokyo (see also page 29)

Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

British Shopping Weeks

These are organised by local authorities or Chambers of Commerce overseas with the help of Diplomatic Service Commercial Officers. The BOTB provides display material, arranges supporting events and helps individual stores to arrange special features.

Store Promotions

Promotions of British goods involving a substantial volume of new buying are frequently put on by overseas department stores. The BOTB assists the store by providing display material and by arranging for special supporting features to be set out either wholly or partly at the store's expense.

Outward Missions

Trade Missions to overseas markets are sponsored by a trade association, Chamber of Commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved Outward Missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward Missions

The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

Section 1

Overseas Fairs, Symposia, British Export Marketing Centre Exhibitions (Tokyo), British Shopping Weeks, Store Promotions and Missions taking place with British Overseas Trade Board assistance.

General fairs—page **4** Specialised fairs and symposia—page **5**
British Export Marketing Centre exhibitions (Tokyo)—page **29**
British shopping weeks and store promotions—page **30**
Missions—page **31**

General fairs

1974

BUCHAREST:
International Trade Fair—13-22 October 1974
The Department of Trade will organise a British Pavilion at this event.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: passed)

LUSAKA:
Agricultural and Commercial Show—22-27 October 1974
Official trade information stand manned by representatives of the British High Commission.
(D. W. R. Pilkington, Ext. 7091)
(Cut off date: not applicable)

JAKARTA:
British Industrial Exhibition—7-13 November 1974
All British Fair organised by Industrial and Trade Fairs International Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. 01-242 9011).
(I. D. Spencer, Ext. 7099)
(Cut off date: passed)

1975

FRANKFURT:
International Trade Fair (Spring)—23-27 February 1975
Joint ventures with:
(i) Piano Manufacturers' Association.
(ii) British Stationery and Office Products Federation.
(iii) Association of Musical Instrument Industries.
(iv) Design Council
(v) British Ceramics Manufacturers' Federation.
(vi) British Artmetal Manufacturers' Export Group.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

LEIPZIG:
International Spring Fair—9-16 March 1975
Official information stand and joint ventures with:
(i) The Building Centre.
(ii) Birmingham Chamber of Commerce.
(iii) Scientific Instrument Manufacturers' Association.
(D. C. Stewart, Ext. 689)
(Cut off date: passed)

HANOVER:
Hanover Fair—16-24 April 1975
Official information office and joint ventures with the appropriate trade associations.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

JOHANNESBURG:
Rand Show—21 April-3 May 1975
Joint venture with Birmingham Chamber of Commerce.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

BRNO:
Sixth International Consumer Goods Fair—April 1975
Possible joint venture or British Pavilion.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

TEL AVIV:
International Trade Fair, Technology '75—20-27 May 1975
The Department of Trade may organise a British Pavilion at this event.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 22.11.74)

BUDAPEST:
International Fair—21-29 May 1975
The Department of Trade may organise a British Pavilion at this event.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

BARCELONA:
International Fair—3-12 June 1975
Joint ventures with:
(i) Birmingham Engineering and Building Centre.
(ii) Association of Hydraulic Equipment Manufacturers.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

POZNAN:
International Technical Goods Fair—8-17 June 1975
The Department of Trade will organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: 15.11.74)

LISBON:
International Fair—June 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 16.12.74)

WELLINGTON:
New Zealand World Trade Fair—20 August-6 September 1975
The Department of Trade and Industry may organise a British Pavilion at this event.
(I. D. Spencer, Ext. 7099)
(Cut off date: 8.11.74)

FRANKFURT:
International Trade Fair (Autumn)—24-27 August 1975
Joint ventures with appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

PLOVDIV:
International Trade Fair—September 1975
The Department of Trade may organise a British Pavilion at this event.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

TEHRAN:
3rd International Trade Fair—September 1975
The Department of Trade may organise a British Pavilion at this event.
(M. L. Sellek, Ext. 7314)
(Cut off date: not yet arranged)

ALGIERS:
International Trade Fair—September 1975
The Department of Trade may organise a British Pavilion at this event.
(D. C. Stewart, Ext. 689)
(Cut off date: not yet arranged)

POZNAN:
International Consumer Goods Fair—September 1975
The Department of Trade may organise official participation.
(G. A. Casburn, Ext. 602)
(Cut off date: 1.2.75)

BUCHAREST:
International Technical Exhibition (Tehnoexpo) —12-21 October 1975
Possible joint venture or Pavilion.
(L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

BUDAPEST:
International Consumer Goods Fair— 15-23 October 1975
The Department of Trade may organise a British Pavilion at this event.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

1976

FRANKFURT
International Trade Fair (Spring)— 22-26 February 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

LEIPZIG:
International Spring Fair—March 1976
Official information stand.
(D. C. Stewart, Ext. 689)
(Cut off date: not applicable)

BUDAPEST:
International Spring Fair—Spring 1976
The Department of Trade may organise a British Pavilion at this event.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

BRNO:
International Consumer Goods Fair—3-11 April 1976
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

TOKYO:
International Good Living Show—April 1976
Joint venture with appropriate trade association.
(R. King, Ext. 7317)
(Cut off date: not yet arranged)

HANOVER:
Hanover Fair—April/May 1976
Official information office and joint ventures with the appropriate trade associations.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

BARCELONA:
International Fair—May/June 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.10.75)

POZNAN:
International Technical Goods Fair—June 1976
The Department of Trade may organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

LISBON:
International Fair (FIL)—June 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.75)

TEL AVIV:
International Trade Fair (Consumer Goods)— June 1976
The Department of Trade may organise a British Pavilion at this event.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 21.10.75)

FRANKFURT:
International Trade Fair (Autumn)— 29 August-1 September 1976
Joint ventures with appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Specialised fairs and symposia

Agriculture, forestry, fishing and agricultural machinery

1975

HARRISBURG:
Pennsylvania Farm Show—6-10 January 1975
Joint venture with Agricultural Engineers' Association.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

TORONTO:
Farm and Industrial Equipment Show (Canada Farm Show)—28-31 January 1975
Joint venture with the Agricultural Engineers' Association.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

PARIS:
International Poultry Exhibition—2-9 March 1975
Joint venture with British Agricultural Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
International Agricultural Exhibition—2-9 March 1975
Joint venture with British Agricultural Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
International Agricultural Machinery Exhibition —2-9 March 1975
Joint venture with the Agricultural Engineers' Association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

FOGGIA:
Agricultural Fair—30 April-8 May 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.11.74)

REGGIO EMILIA:
Pig Fair—1-4 May 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

MARSEILLES:
World Fishing Exhibition—21-28 May 1975
Joint venture with the Westminster Chamber of Commerce.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 21.11.74)

HANOVER:
International Trade Fair for Machinery and Equipment for the Wood Industries (LIGNA)— 28 May-3 June 1975
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

HANOVER:
International Exhibition of Poultry and Pig Production (DLG)—26-29 June 1975
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

LENINGRAD:
Exhibition of Modern Machinery and Equipment for Catching and Processing Fish and Sea Products (Inpybprom)—6-20 August 1975
Joint venture with appropriate trade association or possible British Pavilion.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

MOSCOW:
Exhibition of Plant Protection—20-29 August 1975
Joint venture with appropriate trade association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

BUDAPEST:
International Agricultural Exhibition— 29 August-14 September 1975
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

OTTAWA:
Forest Industries Equipment Exhibition— 17-19 September 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: March 1975)

MOSCOW:
Livestock Farming Exhibition—September/ October 1975
Joint venture with appropriate trade association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

SEATTLE:
Commercial Fishing Exposition—November 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.4.75)

1976

TORONTO:
Farm and Industrial Equipment Show (Canada Farm Show)—January 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 13.8.75)

HARRISBURG:
Pennsylvania Farm Show—January 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 30.8.75)

PARIS:
International Agricultural Machinery Exhibition —March 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

PARIS:
International Poultry Exhibition—March 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
International Agricultural Exhibition—March 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

VERONA:
International Agricultural Fair—March 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.9.75)

REGGIO EMILIA:
Pig Fair—April 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.10.75)

FOGGIA:
Agricultural Fair—April/May 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.9.75)

MUNICH:
International Agricultural Exhibition (DLG)—21-27 May 1976
Joint ventures with appropriate trade associations.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

OTTOWA:
Forest Industries Equipment Exhibition—September 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: March 1976)

BOSTON:
Commercial Fishing Exposition—October 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

Aircraft and aeronautical equipment

1975

PARIS:
International Aeronautics and Space Exhibition—30 May-8 June 1975
Joint venture with Society of British Aerospace Companies.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: 29.11.74)

PORTLAND (OREGON):
American Association of Airport Executives—8-11 June 1975
Joint venture with London Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: 29.11.74)

BRUSSELS:
Third International Airport Construction and Equipment Exhibition—15-18 September 1975
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 31.12.74)

TOKYO:
International Aerospace Show—October 1975
Joint venture with appropriate trade association.
(R. King, Ext. 7317)
(Cut off date: not yet arranged)

1976

HANOVER:
International Air Show—April 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Books and periodicals

1974

BELGRADE:
International Book Fair—28 October-3 November 1974
Possible joint venture with the Book Development Council.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre—Book Sample Show—25-29 November 1974
Sponsored by Book Development Council.
Contact: M. L. Rowland. Tel. 01-580 6321.
(R. King, Ext. 7317)
(Cut off date: passed)

1975

CAIRO:
International Book Fair—30 January-7 February 1975
Possible joint venture with Book Development Council.
(M. L. Sellek, Ext. 7314)
(Cut off date: not yet arranged)

BRUSSELS:
International Book Fair—15-23 March 1975
Trade information stand.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.11.74)

BOLOGNA:
International Book Fair for Children and Youth—4-8 April 1975
Joint venture with Book Development Council.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

JERUSALEM:
International Book Fair—28 April-5 May 1975
Joint venture with Book Development Council.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

WARSAW:
International Book Fair—May 1975
Possible joint venture with the Book Development Council.
(G. A. Casburn, Ext. 602)
(Cut off date: 1.2.75)

FRANKFURT:
International Book Fair—9-14 October 1975
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

BELGRADE:
International Book Fair—October-November 1975
Possible joint venture with the Book Development Council.
G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

1976

CAIRO:
International Book Fair—January/February 1976
Possible joint venture with the Book Development Council.
(M. L. Sellek, Ext. 7314)
(Cut off date: not yet arranged)

BRUSSELS:
International Book Fair—March 1976
Trade information stand.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.11.75)

BOLOGNA:
International Book Fair for Children and Youth—April 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.9.75)

FRANKFURT:
International Book Fair—October 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

Building, public works and construction equipment

1974

LIMA:
World Mining Fair and 8th World Mining Congress (Tecnomin '74)—3-12 November 1974
Joint ventures with:
(i) Association of British Mining Equipment Exporters.
(ii) London Chamber of Commerce and Industry.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

TORONTO:
Construction Show—10-12 December 1974
Joint venture with the London Chamber of Commerce.
(J. Henderson, Ext. 265)
(Cut off date: passed)

1975

DALLAS:
National Association of Home Builders' Exposition—19-23 January 1975
Joint venture with the Building Materials Export Group.
(J. Henderson, Ext. 265)
(Cut off date: passed)

COPENHAGEN:
Building for Billions—31 January-9 February 1975
Joint venture with the Building Materials Export Group.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

BRUSSELS:
International Building Materials and Accessories Exhibition (Batibouw)—14-23 February 1975
Joint venture with Building Materials Export Group.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

MUNICH:
International Construction Machinery Fair (BAUMA '75)—27 February-5 March 1975
Joint venture with
Federation of Manufacturers of Construction Equipment and Cranes.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Building Materials and Fittings Exhibition—4-8 March 1975
Sponsored by the Building Centre Ltd.
D. Clayton. Tel. 01-637 1022)
(M. A. Burrows, Ext. 360)
(Cut off date: passed)

NEW ORLEANS:
Construction Specifications Institute Convention and Exhibition—23-25 June 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.12.74)

ZILINA:
4th International Symposium and Exhibition of Mini-Mechanisation in Construction (Sympomech)—28 June-4 July 1975
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

MOSCOW:
Exhibition of Equipment for Aluminium Production and Fabrication (Alumini—'75)—9-18 July 1975
Joint venture with appropriate trade association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

MOSCOW:
Building and Road Making Machinery and Equipment for Mechanisation of Construction and Erection—August-October 1975
Possible joint venture or British Pavilion.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

NEW ORLEANS:
International Public Works Congress and Equipment Show—20-25 September 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.3.75)

LAS VEGAS:
Prestressed Concrete Institute Convention and Exhibition—28 September-2 October 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 28.3.75)

LUXEMBOURG:
Inter-Road Construction and Maintenance Equipment Exhibition—30 September-11 October 1975
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 31.12.74)

BOLOGNA:
International Building Exhibition—11-19 October 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.74)

PARIS:
International Building Exhibition (Batimat)—20-30 November 1975
Joint venture with:
(i) The Building Materials Export Group.
(ii) British Carpets Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

1976

MUNICH:
International Trade Exhibition of Building Materials, Structural Elements and Interior Finishing (BAU)—22-29 January 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

DALLAS:
National Association of Home Builders' Exposition—January 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.7.75)

HOUSTON:
Concrete and Aggregates Show—1-5 February 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.7.75)

BRUSSELS:
International Building Materials and Accessories Exhibition (Batiment) and European Heating, Air Conditioning and Ventilation Exhibition (Euroclima)—March 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.9.75)

USA:
Construction Specifications Institute Convention and Exhibition—June 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

JOHANNESBURG:
International South African Building Exhibition—3-10 August 1976
Joint venture with appropriate trade association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: not yet arranged)

USA:
Prestressed Concrete Institute Convention and Exhibition—September 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

BOLOGNA:
International Building Exhibition—October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.75)

TORONTO:
Construction Show—December 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

Chemicals and allied industries, including plastics

1975

BUDAPEST:
International Plastics Exhibition (Hungaroplast '75)—22-27 April 1975
Possible joint venture with London Chamber of Commerce.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

CLEVELAND:
American Chemical Society Division of Rubber Chemistry Conference and Exhibition—6-9 May 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: November 1974)

TORONTO:
Plastics Show of Canada—9-13 June 1975
Joint venture with London Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

DUSSELDORF:
7th International Fair for the Plastics Industry (Kunststoffe)—7-14 October 1975
Joint venture with the British Plastics Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

NEW YORK:
Exposition of Chemical Industries—November 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: May 1975)

1976

UTRECHT:
International Plastics Exhibition (Macroplastic)—Spring 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: not yet arranged)

NEW YORK:
American Chemical Society Division of Rubber Chemistry Conference and Exhibition—5-9 April 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: November 1975)

MUNICH:
International Trade Exhibition and Congress for Biochemical Analysis (Analytica)—27-30 April 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

TULSA:
International Petroleum Exposition—16-22 May 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment.
(J. W. Coupar, Ext. 7097)
(Cut off date: 24.10.74)

AMSTERDAM:
European Exhibition for Petroleum Technology (Petrotech)—May 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

CALGARY:
National Petroleum Show—May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

TORONTO:
Canadian Chemical and Process Equipment Exhibition—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.5.76)

CHICAGO:
National Plastics Exposition—6-10 December 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: May 1976)

Clothing

1974

PARIS:
International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter)—19-24 October 1974
Joint venture with the Clothing Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

NEW YORK:
National Outerwear and Sportswear Association Suppliers' Exhibition (NOSA)—27-30 October 1974
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: passed)

1975

NEW YORK:
Menswear Presentation—18-25 January 1975
Joint venture with Clothing Export Council.
(L. Devine, Ext. 318)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre—Sample show/Mission—4-6 February 1975
Sponsored by the Clothing Export Council.
(J. Clifford. Tel. 01-734 9744)
(M. A. Burrows, Ext. 360)
(Cut off date: 18.10.74)

PARIS:
Knitting Industries Exhibition—8-11 February 1975
Joint venture with the British Knitting Export Council
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
European Menswear Exhibition—8-11 February 1975
Joint ventures with
(i) British Menswear Guild.
(ii) Trade Information Stand with National Wool Textile Export Corporation.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
Children's Fashionwear Exhibition—8-11 February 1975
Joint venture with National Children's Wear Association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

DUSSELDORF:
International Fashion Trade Fair (IGEDO)—March 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

COLOGNE:
International Fair for the Child—March 1975
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: not yet arranged)

BRNO:
Sixth International Consumer Goods Fair—April 1975
Possible joint venture or British Pavilion.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

COLOGNE:
International Fair for the Child—10-12 October 1975
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: not yet arranged)

NEW YORK:
National Outerwear and Sportswear Association Suppliers Exhibition (NOSA)—October 1975
Joint venture with Leather Institute.
(L. Devine, ext. 318)
(Cut off date: not yet arranged)

1976

PARIS:
European Menswear Exhibition (Spring Session)—February 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
Knitting Industries Exhibition—February 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

BRNO:
International Consumer Goods Fair—3-11 April 1976
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

COLOGNE:
International Fair for the Child—October 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: not yet arranged)

NEW YORK:
National Outerwear and Sportswear Association Supplies Exhibition (NOSA)—October 1976
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

Display and shop equipment

1975

DUSSELDORF:
5th European Fair, Modern Shopfitting and Display with Congress (Euroshop)—14-18 February 1975
Joint venture with
(a) Shop and Display Equipment Association and
(b) Trade Information stand with the National Association of Shopfitters.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

Engineering, electrical and electronic, including radio and television

1974

TOKYO:
British Export Marketing Centre Audio Equipment Exhibition—15-19 October 1974
Sponsored by Federation of British Audio.
(D. M. Chave, Tel. 01-460 5225)
(M. A. Burrows, Ext. 360)
(Cut off date: passed)

NEW YORK:
Instrument Automation Conference and Exhibition (ISA Show)—28-31 October 1974
Joint venture with the Electronic Engineering Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

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BUDAPEST:
International Exhibition of Electronics in Industry (MIPEL '74)—30 October-5 November 1974
Joint venture with Electronic Engineering Association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

MILAN:
Instrumentation and Automation Exhibition (BIAS)—13-19 November 1974
Joint venture with the British Electrical and Allied Manufacturers' Association Ltd.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

MUNICH:
International Trade Fair for Production in the Electronic Industry (Electronica)—21-27 November 1974
Joint venture with Electronic Components Board.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Gas Distribution Equipment Exhibition—10-14 December 1974
Sponsored by Scottish Council for Development and Industry.
(E. Frizzell, Tel. 031-225 7911)
(M. A. Burrows, Ext. 360)
(Cut off date: passed)

1975

PARIS:
International Lighting Exhibition—15-20 January 1975
Joint venture with the Decorative Lighting Association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

TOKYO:
Internepcon—22-25 January 1975
Joint venture with City of Westminster Chamber of Commerce.
(R. King, Ext. 7317)
(Cut off date: passed)

ANAHEIM:
National Electronic Packaging Show (Nepcon West)—11-13 February 1975
Joint venture with Westminster Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

MOSCOW:
Exhibition of Equipment and Instruments for Television and Cinematography—18-27 February 1975
Joint venture with appropriate trade association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

PARIS:
International Exhibition of Electronic Components—2-8 April 1975
Joint venture with Electronic Components Board.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 15.1.75)

LAS VEGAS:
National Association of Broadcasters' Convention and Exhibition—6-9 April 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.74)

NEW YORK:
Institute of Electrical and Electronic Engineers (Intercon)—8-10 April 1975
Joint venture with Electronic Engineering Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.74)

STOCKHOLM:
Internationl Instruments and Measurements Techniques Trade Fair (IM '75)—21-25 April 1975
Joint venture with SIRA Institute.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

CANNES:
International Television Programme Market (MIP-TV)—21-26 April 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

MONTREAL:
Instrument Automation Conference and Exhibition (ISA)—23-25 April 1975
Joint venture with Scientific Instrument Research Institute.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

MOSCOW:
Exhibition of Communications Equipment and Systems—22 May-5 June 1975
Joint venture with appropriate trade association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

MONTREUX:
International Television Equipment Exhibition—23-29 May 1975
Joint venture with Electronic Engineering Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

CHICAGO:
International Coil Winding Show—May 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.74)

SAN MATEO:
Semi-conductor Equipment and Material Institute Convention (Semicon V)—May 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.74)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition (Nepcon East)—June 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.74)

JOHANNESBURG:
Instrumentation and Control Exhibition (ICSSA)—4-8 August 1975
Joint venture with British Electrical and Allied Manufacturers' Association Ltd.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 4.2.75)

BERLIN:
International Radio and Television Exhibition—29 August-7 September 1975
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

SYDNEY:
International Electronics Convention—August 1975
Joint venture with Electronic Engineering Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

BASLE:
International Exhibition of Industrial Electronics and Electrical Engineering (Ineltec)—9-13 September 1975
Joint venture with the British Electrical and Allied Manufacturers' Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

SAN FRANCISCO:
Western Electrical Show and Convention (Wescon)—16-19 September 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

TORONTO:
International Electronics Exposition—29 September-1 October 1975
Joint venture with Electronic Engineers' Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.75)

MILWAUKEE:
Instrument Automation Conference and Exhibition (ISA Show)—6-9 October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.5.75)

COPENHAGEN:
Elektronik '75—10-16 October 1975
Joint venture with the Sira Institute.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: 16.11.74)

BRNO:
International Film and Television Fair (Filmforum)—26 October-3 November 1975
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

NEW YORK:
Semiconductor Equipment and Materials Institute Convention (Semicon East)—October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

CHICAGO:
National Electronic Packaging Conference and Exhibition (Nepcon Central)—October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

SEOUL:
6th Korea Electronic Show—October 1975
Joint venture with appropriate trade association.
(R. King, Ext. 7317)
(Cut off date: not yet arranged)

STUTTGART:
International Electronics Packaging Convention and Exhibition (Internepcon/Europa '75)—11-13 November 1975
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

1976

CHICAGO:
International Coil Winding Show—1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

PARIS:
International Lighting Exhibition—January 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

TOKYO:
Internepcon—January 1976
Joint venture with appropriate trade association.
(R. King, Ext. 7317)
(Cut off date: not yet arranged)

ANAHEIM:
National Electronic Packaging Show (Nepcon West)—February 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.7.75)

NEW YORK:
Institute of Electrical and Electronic Engineers (Intercon)—22-25 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.75)

NEW ORLEANS:
National Association of Broadcasters' Convention and Exhibition—28-31 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

CANNES:
International Television Programme Market (MIP-TV)—April 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

PARIS:
Exhibition of Electronic Components—April 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

WASHINGTON:
Annual Conference of the International Communications Association—2-6 May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.75)

USA:
National Computer Conference—May 1976
Joint venture with Business Equipment Trade Association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

SAN MATEO:
Semiconductor Equipment and Material Institute Convention (Semicon VI)—May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition—June 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.75)

ATLANTIC CITY:
Conference and Exposition on Underground Distribution—27 September-10 October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.76)

USA:
Western Electronic Show and Convention (Wescon)—September 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

BRNO:
International Film and Television Fair (Filmforum)—31 October-6 November 1976
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

CHICAGO:
National Electrical Packaging Conference and Exhibition (Nepcon Central)—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

HOUSTON:
Instrument Automation Conference and Exhibition (ISA)—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.75)

AMSTERDAM:
International Electronic Components Exhibition (Fiarex)—October/November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 28.2.76)

MUNICH:
International Trade Fair for Production in the Electronic Industry (Electronica)—November 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

MILAN:
Instrumentation and Automation Exhibition—November 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.3.76)

Engineering, other

1974

STOCKHOLM:
International Technical Fair—17-23 October 1974
Joint venture with the Westminster Chamber of Commerce.
Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

DETROIT:
Materials Testing and Quality Control Show and Conference (MATCON)—21-24 October 1974
Joint venture with the City of Westminster Chamber of Commerce.
(J. Henderson, Ext. 265)
(Cut off date: passed)

JOHANNESBURG:
International Materials Handling and Physical Distribution Exhibition—22-26 October 1974
Joint venture with the Birmingham Engineering and Building Centre.
(Mrs. M. W. MacIver, Ext. 325)
(Cut off date: passed)

OSAKA:
Japan International Machine Tool Fair—24 October-4 November 1974
Joint venture with Machine Tool Trade Association.
(M. A. Burrows, Ext. 360)
(Cut off date: passed)

ZURICH:
International Hydraulics and Pneumatics Exhibition—28 October-2 November 1974
Joint ventures with:
(i) The British Compressed Air Society.
(ii) The Association of Hydraulic Equipment Manufacturers.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

LIMA:
World Mining Fair and 8th World Mining Congress (Tecnomin '74)—3-12 November 1974
Joint ventures with:
(i) Association of British Mining Equipment Exporters.
(ii) London Chamber of Commerce and Industry.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

PHILADELPHIA:
Hydraulics and Pneumatics Show—12-14 November 1974
Joint venture with the Association of Hydraulic Equipment Manufacturers.
(J. Henderson, Ext. 265)
(Cut off date: passed)

GOTHENBURG:
Scanautomatik—Hydraulics, Pneumatics and Automation Trade Fair—22-27 November 1974
Joint venture with the Association of Hydraulic Equipment Manufacturers Ltd.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

1975

ZURICH:
Swiss Fair for Driving Power Techniques—20-25 January 1975
Joint venture with Birmingham Chamber of Commerce.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

HOUSTON:
Gas Turbine Conference and Products Show—2-6 March 1975
Joint venture with the British Electrical and Allied Manufacturers' Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

LOS ANGELES:
Western Metal and Tool Exposition (WESTEC)—10-13 March 1975
Joint venture with the Machine Tool Trades Association.
(J. Henderson, Ext. 265)
(Cut off date: 21.10.74)

MOSCOW:
Exhibition of Pumps and Compressors—1-10 April 1975
Joint venture with appropriate trade association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

DETROIT:
Society of Manufacturing Engineers' Annual Conference and Exhibition (SME)—7-10 April 1975
Joint venture with Machine Tool Trades Association.
(J. Henderson, Ext. 265)
(Cut off date: 8.11.74)

PARIS:
International Hydraulics and Compressed Air Exhibition (Mecanelem)—7-12 April 1975
Joint venture with the Association of Hydraulic Equipment Manufacturers.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

CAPE TOWN:
International Materials Handling and Physical Distribution—15-18 April 1975
Joint venture with the Birmingham Building and Engineering Centre.
(Mrs. W. N. MacIver, Ext. 325)
(Cut off date: 15.11.74)

NEW YORK:
Design Engineering Show and Conference—21-24 April 1975
Joint venture with the London Chamber of Commerce and Industry.
(J. Henderson, Ext. 265)
(Cut off date: passed)

TORONTO:
National Industrial Production Show—12-16 May 1975
Joint ventures with:
(i) The Birmingham Chamber of Commerce and Industry.
(ii) The Gauge and Tool Makers' Association.
(J. Henderson, Ext. 265)
(Cut off date: passed)

HANOVER:
International Trade Fair for Machinery and Equipment for the Wood Industries (LIGNA)—28 May-3 June 1975
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

TOKYO:
International Mechanical Handling Exhibition—3-8 June 1975
Joint venture with London Chamber of Commerce.
(M. A. Burrows, Ext. 360)
(Cut off date: 13.12.74)

PARIS:
1st Euro-World Machine Tool Exhibition—17-26 June 1975
Joint venture with the Machine Tool Trades Association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

MOSCOW:
Exhibition of Equipment for Aluminium Production and Fabrication (Alumini—'75)—9-19 July 1975
Joint venture with appropriate trade association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

MELBOURNE:
International Engineering Exhibition—28 July-2 August 1975
The Department of Trade will organise a British Pavilion at this event.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 8.11.74)

DONETSK:
Exhibition of Mining Industry Equipment—28 August-7 September 1975
Joint venture with appropriate trade association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

BRNO:
International Engineering Fair—September 1975
Possible joint ventures with the appropriate trade associations.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

TOKYO:
International Fluid Power Exhibition—16-21 September 1975
Joint venture with Hydraulic Equipment Manufacturers' Association.
(M. Burrows, Ext. 360)
(Cut off date: 28.2.75)

HELSINKI:
International Technical Fair—September 1975
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: 15.1.75)

UTRECHT:
International Exhibition of Machinery and Equipment for the Chemicals, Foodstuffs and Food and Drink Industries (Machevo)—20-25 October 1975
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: not yet arranged)

JOHANNESBURG:
Machine Tools and Production Engineers' Exhibition—21-25 October 1975
Joint venture with appropriate trade association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: not yet arranged)

ZURICH:
International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtechnic)—27 October-1 November 1975
Joint venture with Gauge and Tool Makers' Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 31.1.75)

UTRECHT:
International Mechanical Handling Exhibition (INVIA)—October 1975
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: not yet arranged)

STOCKHOLM:
International Technical Fair—October 1975
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: not yet arranged)

TOKYO:
British Export Marketing Centre Engineers' Small Tools and Hand Tools Exhibition—11-15 November 1975
Sponsored by the Federation of British Hand Tool Manufacturers.
(W. R. Eccles, Tel. 0742-663084)
(R. King, Ext. 7317)
(Cut off date: 14.2.75)

USA:
Hydraulics and Pneumatics Show—November 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.5.75)

PARIS:
Mechanical Handling Exhibition (Manutention)—2-10 December 1975
Joint venture with Mechanical Handling Engineers' Association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: 31.3.75)

1976

BASLE:
International Engineering Components Exhibition—27-31 January 1976
Joint venture with the Birmingham Engineering and Building Centre Ltd.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 28.4.75)

NEW ORLEANS:
Gas Turbine Conference and Products Show—21-25 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.75)

LOS ANGELES:
Western Metal and Tool Exposition (WESTEC)—March 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.9.75)

CHICAGO:
Foundry and Casting Congress and Exhibition—26-30 April 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.10.75)

USA:
American Welding Society Annual Meeting and Welding Exposition—April 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

PHILADELPHIA:
Society of Manufacturing Engineers' Annual Conference and Exhibition (SME)—3-7 May 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

CHICAGO:
Design Engineering Show and Conference—10-13 May 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

BASLE:
2nd World Railways Engineering Exhibition—10-14 May 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 30.8.75)

BRUSSELS:
International Industrial Equipment Exhibition—May 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.9.75)

AMSTERDAM:
International Exhibition for Traffic Engineering (Intertraffic)—May 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 15.11.75)

HOUSTON, TEXAS:
8th Annual Offshore Technology Conference and Exposition—May 1976
Joint venture with appropriate trade association.
(M. F. Moor, Ext. 7215)
(Cut off date: August 1975)

MONTREAL:
Canadian Plant Engineering and Industrial Equipment Show—1-4 June 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 28.11.75)

FRANKFURT:
Chemical Engineering Exhibition and Congress (Achema)—20-26 June 1976
Joint ventures with:
(i) Process Plant Association.
(ii) Scientific Instrument Manufacturers' Association.
(iii) British Laboratory Ware Association and possible assistance for stands of Government bodies.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

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The Self Service Display Equipment & Shopfitting Exhibition
HOTEL METROPOLE BRIGHTON SUSSEX
26-29 OCT. 1975

SOUTH AFRICA

***INTERNATIONAL MATERIALS HANDLING AND PHYSICAL DISTRIBUTION EXHIBITION**
CAPE TOWN — 15-18 APRIL 1975

***JUBILEE MEDICAL EXHIBITION**
JOHANNESBURG — 14-18 JULY 1975

***INTERNATIONAL MACHINE TOOL & PRODUCTION ENGINEERING EXHIBITION**
JOHANNESBURG — 21-25 OCT. 1975

CANADA

†**FOREST INDUSTRIES EQUIPMENT EXHIBITION**
OTTAWA — 17-19 SEPT. 1975

†**FALL GIFT SHOW**
TORONTO — 21-25 SEPT. 1975

***INTERNATIONAL ELECTRICAL, ELECTRONICS CONFERENCE AND EXPOSITION**
TORONTO — 29 SEPT.-1 OCT. 1975

***NATIONAL INTERIOR DESIGN SHOW**
TORONTO — NOV. 1975

***WESTERN CONSTRUCTION MATERIALS AND EQUIPMENT SHOW**
VANCOUVER — 18-20 NOV. 1975

***CANADIAN MINING AND AGGREGATE EQUIPMENT EXHIBITION**
TORONTO — NOV. 1975

†**CANADIAN NATIONAL BUSINESS SHOW**
MONTREAL — NOV. 1975

***NATIONAL PETROLEUM SHOW**
CALGARY — MAY 1976

BELGIUM

†**HORESCA**
(International Hotel & Restaurant Equipment Exhibition)
BRUSSELS — 12-16 JAN. 1975

†**INTERNATIONAL HARDWARE TRADE FAIR**
BRUSSELS — 6-9 OCT. 1975

GERMANY

†**OPTICA '75**
(International Fair for Ophthalmic Optics)
WIESBADEN — 3-6 MAY 1975

SPAIN

†**INTERNATIONAL AGRICULTURAL MACHINERY FAIR**
ZARAGOZA — 4-13 APR. 1975

* Joint venture agreed, see relevant listing
† Application for joint venture, see relevant listing

For further information contact:
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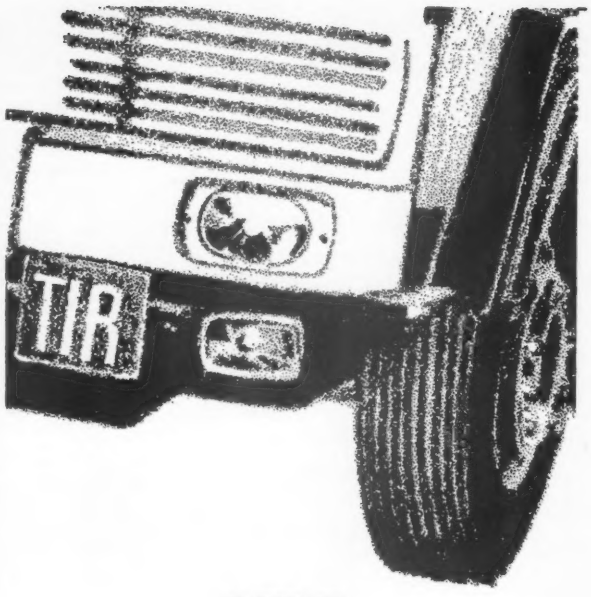

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BASLE:
International Wire Exhibition—22-26 June 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 30.9.75)

MILAN:
International Exhibition of Hydraulic, Pneumatic and Lubricating Apparatus—June 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.10.75)

BRNO:
International Engineering Fair—15-23 September 1976
Possible joint ventures with appropriate trade associations.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

TORONTO:
Expo Conference for the Weld Fabricating Industries—21-23 September 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.3.76)

HAMBURG:
Ship and Machinery Exhibition—21-25 September 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

CHICAGO:
International Machine Tool Show (NMTBA)—September 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

USA:
Materials Testing and Quality Control Show and Conference (Matcon)—October 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

STOCKHOLM:
International Technical Fair—October 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: not yet arranged)

OSAKA:
Japan International Machine Tool Fair (Jimtof)—October/November 1976
Joint venture with appropriate trade association.
(M. A. Burrows, Ext. 360)
(Cut off date: not yet arranged)

ZURICH:
International Hydraulics and Pneumatics Exhibition—October/November 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 31.12.75)

USA:
Hydraulics and Pneumatics Show—November 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

BRNO:
International Welding Engineering Exhibition—November 1976
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

Foodstuffs, food machinery, hotel and catering equipment

1974

PARIS:
International Hotel and Catering Equipment Exhibition (Equip' Hotel)—13-21 October 1974
Joint venture with Catering Equipment Manufacturers' Association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

HOUSTON:
International Brewing Industries Exposition—21-23 October 1974
Trade information stand with Allied Brewery Traders' Association.
(D. J. Webley, Ext. 7094)
(Cut off date: not applicable)

NEW YORK:
National Hotel and Motel Exposition—11-14 November 1974
Joint venture with the London Chamber of Commerce.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

PARIS:
International Food Products Exhibition (SIAL)—12-18 November 1974
Joint venture with British Food Export Council.
(Miss D. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
International Malt and Beer Industries Equipment Exhibition—12-18 November 1974
Joint venture with the Allied Brewery Traders' Association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

1975

AMSTERDAM:
International Hotel, Cafe and Restaurant Exhibition (Horecava)—6-9 January 1975
Joint venture with the London Chamber of Commerce.
(P. F. Aitken, Ext.7203)
(Cut off date: passed)

COLOGNE:
International Sweets and Biscuits Fair (ISM '75)—3-7 February 1975
Joint venture with British Food Export Council.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

BRNO:
International Food Salon (Salima)—21-28 February 1975
Joint ventures with:
(i) British Food Export Council.
(ii) London Chamber of Commerce.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

COPENHAGEN:
3rd International Food Fair and Congress—4-9 March 1975
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

DALLAS:
Annual Convention of the American Supermarket Institute—4-7 May 1975
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

CHICAGO:
National Restaurant/Hotel/Motel Convention and Exhibition—17-21 May 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.11.74)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—28 May-8 June 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 16.12.74)

CHICAGO:
National Fancy Food and Confection Show—20-23 July 1975
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

JOHANNESBURG:
Food Processing, Packaging and Distribution Exhibition—28 July-1 August 1975
Joint venture with appropriate trade association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: not yet arranged)

COLOGNE:
International Fine Foods and Provisions Exhibition (ANUGA)—13-18 September 1975
Joint venture with British Food Export Council.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 28.2.75)

UTRECHT:
International Exhibition of Machinery and Equipment for the Chemicals, Foodstuffs and Food and Drink Industries (Machevo)—20-25 October 1975
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: not yet arranged)

BASLE:
International Hotel and Catering Exhibition (IGEHO)—13-19 November 1975
Joint ventures with:
(i) London Chamber of Commerce.
(ii) British Furniture Manufacturers' Export Club.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 18.2.75)

NEW YORK:
National Hotel/Motel Exposition—November 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.5.75)

1976

AMSTERDAM:
International Hotel, Cafe and Restaurant Exhibition (Horecava)—January 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

BRNO:
International Food Salon (Salima)—24-29 February 1976
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

COLOGNE:
International Sweets and Biscuits Fair (ISM '76)—February 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 31.8.75)

DALLAS:
Annual Convention of the Supermarket Institute—May 1976
Joint venture with the British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—June 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 14.12.75)

NEW YORK:
National Fancy Food and Confection Show—July 1976
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

MUNICH:
International Food Industry Trade Fair (IKOFA)—September 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

NEW YORK:
National Hotel/Motel Exposition—8-11 November 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.5.76)

PARIS:
International Malt and Beer Industries Equipment Exhibition—November 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

Footwear

1974

ATLANTIC CITY:
Footwear Manufacturing Conference Show—19-22 October 1974
Trade information stand with the Shoe and Allied Traders' Research Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

1975

BOLOGNA:
International Shoe and Leather Fair—7-10 March 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

DUSSELDORF:
European Footwear Samples Display (GDS)—March 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

MONTREAL:
Footwear International Exhibition—17-19 August 1975
Joint venture with British Footwear Manufacturers Federation.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—6-9 September 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

DUSSELDORF:
European Footwear Samples Display (GDS)—20-22 September 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1976

DUSSELDORF:
European Footwear Samples Display (GDS)—March 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

BOLOGNA:
International Shoe and Leather Fair—March 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.8.75)

PIRMASENS:
International Fair for the Footwear Manufacturers (ISM)—April 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—September 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

MONTREAL:
Footwear International Exposition—September 1976
Joint venture with the British Footwear Manufacturers' Federation.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

DUSSELDORF:
European Footwear Samples Display (GDS)—September 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Furniture, furnishings household equipment, and hardware

1974

TORONTO:
National Interior Design Show—5-7 November 1974
Joint ventures with:
(i) British Carpets Export Association.
(ii) Contract Furnishing Association.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

BRUSSELS:
International Furniture Show—21-25 November 1974
Joint venture with the British Furniture Manufacturers' Export Club.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

1975

NEW YORK:
International Home Furnishing Fair—12-17 January 1975
Joint venture with the British Furniture Manufacturers' Export Club.
(L. Devine, Ext. 318)
(Cut off date: passed)

PARIS:
International Carpet and Floor Covering Exhibition—16-20 January 1975
Joint venture with British Carpets Export Association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

PARIS:
International Furniture Exhibition—16-20 January 1975
Joint venture with British Furniture Manufacturers' Federation.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

TORONTO:
Canadian Hardware Show—9-12 February 1975
Joint venture with Hardware Manufacturers' Association.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

COLOGNE:
International Hardware Fair—13-16 February 1975
Joint ventures with:
(i) Hardware Manufacturers' Association.
(ii) Federation of British Hand Tool Manufacturers.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

COLOGNE:
International Housewares Fair—14-16 February 1975
Joint ventures with:
(i) Hardware Manufacturers' Association.
(ii) UK Cutlery and Silverware Manufacturers' Association.
(iii) British Art Metal Manufacturers' Export Group.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

COLOGNE:
International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica)—2-5 March 1975
Joint ventures with:
(i) Birmingham Engineering and Building Centre.
(ii) British Electrical and Allied Manufacturers' Assocation.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

MILAN:
Carpet and Furnishing Textiles Fair—May 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.11.74)

COLOGNE:
International Accessory, Machinery and Materials Fair for Furniture Production, Interior Decoration and Furnishing (Interzum)—4-7 June 1975
Joint ventures with:
(i) Birmingham Chamber of Commerce.
(ii) British Carpets Export Promotion Council.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

MONTREAL:
Montreal Furniture Market—15-19 June 1975
Joint venture with British Furniture Manufacturers' Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

NEW YORK:
International Home Furnishing Fair—22-27 June 1975
Joint venture with British Furniture Manufacturers' Export Club.
(L. Devine, Ext. 318)
(Cut off date: 1.4.75)

SAN FRANCISCO:
Western Merchandise Mart—13-18 July 1975
Joint venture with British Furniture Manufacturers' Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

CHICAGO:
National Hardware Show—26-29 August 1975
Joint venture with:
(i) Hardware Manufacturers' Association.
(ii) Gardenex.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

UTRECHT:
International Furniture Exhibition—8-13 September 1975
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: not yet arranged)

PARIS:
Hardware Trade Show (Quojem)—27-30 September 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

MILAN:
International Household Goods and Hardware Exhibition (MACEF)—September 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.75)

MILAN:
International Furniture Fair—September 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.1.75)

LYON:
International Furniture and Furnishing Accessories Exhibition (Meuropam)—4-7 October 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

TOKYO:
British Export Marketing Centre Contract Furnishing Exhibition—14-18 October 1975
Sponsored by the Contract Furnishing Association.
(S. Wright, Tel. 01-723 0095)
(M. A. Burrows, Ext. 360)
(Cut off date: 10.1.75)

TORONTO:
National Interior Design Show—November 1975
Joint ventures with
(i) British Carpets Export Association.
(ii) Contract Furnishing Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1976

NEW YORK:
International Home Furnishing Fair—January 1976
Joint venture with the British Furniture Manufacturers' Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
International Carpet and Floor Covering Exhibition—January 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

COLOGNE:
International Furniture Fair—January 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 1.5.75)

TORONTO:
Canadian Hardware Show—February 1976
Joint venture with Hardware Manufacturers' Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

COLOGNE:
International Housewares Fair—February 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, 7045)
(Cut off date: 31.8.75)

COLOGNE:
International Hardware Fair—February 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 31.8.75)

COLOGNE:
International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica)—March 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 31.8.75)

MILAN:
Carpets and Furnishing Textiles Fair—May 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.11.75)

NEW YORK:
International Home Furnishing Fair—June 1976
Joint venture with British Furniture Manufacturers' Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

MONTREAL:
Montreal Furniture Market—June 1976
Joint venture with British Furniture Manufacturers' Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

SAN FRANCISCO:
Western Merchandise Mart—July 1976
Joint venture with British Furniture Manufacturers' Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

NEW YORK:
National Hardware Show—August 1976
Joint ventures with
(i) Hardware Manufacturers' Association.
(ii) Gardenex.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

PARIS:
International Hardware Exhibition—September 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

MILAN:
International Household Goods and Hardware Exhibition (MACEF)—September 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.76)

MILAN:
International Furniture Fair—September 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.1.76)

LYON:
International Furniture and Furnishing Accessories Exhibition (Meuropam)—October 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

TORONTO:
National Interior Design Show—November 1976
Joint ventures with
(i) British Carpets Export Association.
(ii) Contract Furnishing Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

Handicrafts

1975

MUNICH:
International Light Industries and Handicrafts Fair (IHM)—15-23 March 1975
Joint venture with British Carpets Export Promotion Council.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

Heating and ventilating

1975

UTRECHT:
International Heating and Ventilating Exhibition—25 February-1 March 1975
Joint venture with Heating, Ventilating and Air Conditioning Manufacturers' Association (HEVAC).
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

FRANKFURT:
8th International Sanitation, Heating and Air-conditioning Exhibition (ISH)—19-23 March 1975
Joint venture with Building Materials Export Group.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

PARIS:
International Furnace and Industrial Heat Equipment Exhibition (Eurofour)—12-17 May 1975
Joint venture with Birmingham Chamber of Commerce.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

LYONS:
Industrial Heating, Air Conditioning and Anti-Pollution Exhibition (Expotherm)—29 May-2 June 1975
Joint venture with Heating and Ventilation and Air-Conditioning Association Ltd.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: 29.11.74)

1976

DALLAS:
International Air Conditioning, Heating, Refrigeration Exposition—1-5 February 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

TOKYO:
British Export Marketing Centre Heating, Ventilating and Air-Conditioning Equipment Exhibition—February 1976
Sponsored by the Heating, Ventilating and Air-Conditioning Manufacturers' Association (HEVAC).
(D. G. Hogg, Tel. 01-734 4499)
(R. King, Ext. 7317)
(Cut off date: 9.5.75)

STUTTGART:
International Trade Fair for Oil and Gas Fired Heating and Air Conditioning (Intherm)—16-20 March 1976
Joint ventures with
(i) Building Materials Export Group.
(ii) Birmingham Engineering and Building Centre.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

MILAN:
Exhibition and Congress for Heating and Ventilating, Refrigeration and Sanitary Engineering—March 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.6.75)

PARIS:
International Heating, Refrigerating and Air Conditioning Exhibition (Interclima)—June 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

Horticulture and horticultural equipment

1975

COLOGNE:
International Garden Trade Fair—27-30 September 1975
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 28.2.75)

1976

COLOGNE:
International Garden Trade Fair—September 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 30.3.76)

Hospital, medical, surgical and dental equipment

1974

FLORENCE:
World Congress on Cancer—20-26 October 1974
Joint venture with the British Hospitals Export Council.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

GOTHENBURG:
International Medical Care and Health Exhibition—21-25 October 1974
Joint venture with the British Hospitals Export Council.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

DUSSELDORF:
International Exhibition and Congress on Diagnostics (Medica)—13-17 November 1974
Joint venture with the British Hospitals Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1975

HELSINKI:
Physician Day's Exhibition (Medicine '75)—January 1975
Joint venture with appropriate trade associations.
(Miss J. M. Neeson), Ext. 7207)
(Cut off date: passed)

TEL AVIV:
All British Medical Equipment Exhibition and Seminar—12-17 March 1975
Organised by Department of Trade.
(B. D. Dougherty, Ext. 592)
(Cut off date: passed)

CAPE TOWN:
International Aids for the Disabled Exhibition—19-22 March 1975
Joint venture with British Hospitals Export Council.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

DALLAS:
22nd Congress of the Association of Operating Room Nurses—25-27 March 1975
Joint venture with the British Hospitals Export Council.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

ATLANTIC CITY:
Federation of American Societies of Experimental Biology Exhibition and Conference—14-18 April 1975
Joint venture with Scientific Instrument Manufacturers' Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

UTRECHT:
International Hospital Equipment Exhibition (Medica)—14-18 April 1975
Joint venture with the British Hospitals Export Council.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 15.11.74)

ZAGREB:
Medicine and Medical Aids Exhibition—16-22 June 1975
Joint venture with the British Surgical Export Group.
(G. A. Casburn, Ext. 602)
(Cut off date: 1.11.74)

DUSSELDORF:
Interhospital '75—18-22 June 1975
Joint venture with the British Hospital Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

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AMSTERDAM:
Commercial Exhibition of Surgery Equipment in conjunction with the IX European Surgical Congress—29 June-3 July 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 30.11.74)

DUSSELDORF:
International Exhibition and Congress on Diagnostics (Diagnostica)—June 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

COPENHAGEN:
13th World Congress of the International Society of Orthopaedic Surgery and Traumatology and Exhibition (SICOT)—6-11 July 1975
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: 29.11.74)

TORONTO:
International Congress on Clinical Chemistry—13-18 July 1975
Joint venture with British Hospitals Export Council.
(J. W. Coupar, Ext. 7097)
(Cut off date: 7.11.74)

JOHANNESBURG:
Medical Exhibition—14-18 July 1975
Joint venture with appropriate trade association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 14.1.75)

PARIS:
International Congress of the International Confederation for Plastic and Re-constructive Surgery—24-29 August 1975
Joint venture with British Hospitals Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Medical Equipment Exhibition—September 1975
Sponsored by British Hospitals Export Council.
(J. Harris, Tel. 01-262 2641)
(R. King, Ext. 7317)
(Cut off date: 13.12.74)

TOKYO:
British Export Marketing Centre
British Hospitals Export Council Seminar—September 1975
(R. King, Ext. 7317)
(Cut off date: 13.12.74)

DALLAS:
American Academy of Ophthalmology and Otolaryngology—September 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.75)

CHICAGO:
American Society of Anaesthesiologists—11-15 October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: April 1975)

BRUSSELS:
8th International Exhibition of Medical and Hospital Equipment—October 1975
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.4.75)

VANCOUVER:
British Columbia Hospital Association—October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—11-16 November 1975
Joint venture with British Hospitals Export Council.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 14.2.75)

1976

DALLAS:
American Academy of Ophthalmology and Otolaryngology—1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.76)

MIAMI BEACH:
23rd Congress of the Association of Operating Room Nurses—7-12 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.75)

HAMBURG:
5th European Congress and Exhibition of Ophthalmology—5-9 April 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

ATLANTIC CITY:
Federation of American Societies of Experimental Biology Exhibition and Conference—April 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.75)

DUSSELDORF:
International Exhibition and Congress on Diagnostics (Diagnostica)—June 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

USA:
American Hospitals Association Show—August 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.2.76)

SAN FRANCISCO:
American Society of Anaesthesiologists—9-13 October 1976
Joint venture with appropriate trade association.
J. W. Coupar, Ext. 7097)
(Cut off date: April 1976)

VANCOUVER:
British Columbia Hospital Association—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

VIENNA:
6th International Trade Exhibition of Medical and Hospital Equipment (IFAS)—October 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

Jewellery and giftware

1975

NEW YORK:
International Jewellery Trade Fair—2-5 February 1975
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

NEW YORK:
Gift Show—23-28 February 1975
Joint venture with Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

HANOVER:
International Consumer Goods Fair (Interfachmesse '75)—14-18 March 1975
Joint venture with appropriate trade associations.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

PARIS:
The Business Gifts Fair—4-9 April 1975
Joint venture with British Premium Merchandise Association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 30.10.74)

BASLE:
Swiss Industries Fair (3rd European Watch, Clock and Jewellery Fair)—12-21 April 1975
Joint ventures with
(i) Export Council for the Jewellery and Giftware Industries.
(ii) British Clock and Watch Manufacturers' Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

NEW YORK:
International Jewellery Trade Show—July 1975
Joint venture with Export Council for Jewellery and Giftware Industries.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
Gift Show—August 1975
Joint venture with Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

TORONTO:
Fall Gift Show—21-25 September 1975
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1976

NEW YORK:
International Jewellery Trade Fair—January 1976
Joint venture with the Export Council for Jewellery and Giftware Industries.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
Gift Show—February/March 1976
Joint venture with the Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

BASLE:
Swiss Industries Fair (4th European Watch, Clock and Jewellery Fair)—March/April 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 16.5.75)

NEW YORK:
International Jewellery Trade Fair—July 1976
Joint venture with British Export Council for Jewellery and Giftware Industries.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
Gift Show—August 1976
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

Laundry and allied services

1974

PARIS:
International Laundry, Dyeing and Dry-Cleaning Machinery Exhibition—9-17 November 1974
Joint venture with the Society of Laundry Engineers and Allied Trades, Ltd.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

Leather, leather goods and fur

1975

OFFENBACH:
International Leathergoods Fair—22-27 February 1975
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

NEW YORK:
Leather and Allied Industries Exposition—15-16 April 1975
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: 29.11.74)

FRANKFURT:
International Fur Fair—23-27 April 1975
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

NEW YORK:
International Leather Goods Show—6-8 May 1975
Joint venture with British Leathergoods Manufacturers' Association.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

PIRMASENS:
Leather Week—13-15 May 1975
Joint venture with British Leather Federation.
(B. G. Doyle, Ext. 690)
(Cut off date: 6.12.74)

PARIS:
International Leather Week—6-9 September 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

PIRMASENS:
Leather Week—4-6 November 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

1976

OFFENBACH:
International Leathergoods Fair—February/March 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

FRANKFURT:
International Fur Fair—7-11 April 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

NEW YORK:
Leather and Allied Industries Exposition—April 1976
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

PIRMASENS:
International Fair for the Footwear Manufacturers (ISM)—April 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext.690)
(Cut off date: not yet arranged)

NEW YORK:
International Leather Goods Show—May 1976
Joint venture with the British Leathergoods Manufacturers' Association.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—September 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

Motor vehicles, motor cycles and cycles

1974

FRANKFURT:
International Exhibition of Automobile, Workshop and Garage Equipment (Automechanika)—18-22 October 1974
Joint venture with the Society of Motor Manufacturers and Traders Ltd.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

1975

ANAHEIM:
Motor Cycle and Accessory Trade Show—15-17 January 1975
Joint venture with the Cycle and Motor Cycle Association Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

MONTREAL:
International Motor Show—January 1975
Joint venture with the Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 10.12.74)

NEW YORK:
International Cycle Show—16-18 February 1975
Joint venture with the Cycle and Motor Cycle Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

DETROIT:
Society of Automotive Engineers' Exposition and Congress (SAE)—24-28 February 1975
Joint venture with the Society of Motor Manufacturers and Traders Ltd.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

MALMÖ:
Motor Show—2-10 March 1975
Joint venture with the Society of Motor Manufacturers and Traders.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

GOTHENBURG:
International Trade Fair for Garages and Car Repair (AUTO '75)—12-16 March 1975
Joint venture with the Society of Motor Manufacturers and Traders.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

GENEVA:
International Motor Show (Car Manufacturers)—13-23 March 1975
Joint venture with Society of Motor Manufacturers and Traders.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: not applicable)

TORONTO:
Canadian National Sportsmen's Show—March 1975
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

TOKYO:
British Export Marketing Centre Vehicle Components and Accessories Exhibition—15-19 April 1975
Sponsored by the Society of Motor Manufacturers and Traders.
(B. Whitelaw, Tel. 01-235 7000)
(R. King, Ext. 7317)
(Cut off date: passed)

BELGRADE:
International Motor Show—31 March-6 April 1975
Possible joint venture with the Society of Motor Manufacturers and Traders.
(G. A. Casburn, Ext. 602)
(Cut off date: 18.10.74)

LOS ANGELES:
Imported Automobile Show—23 May-1 June 1975
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 1.4.75)

FRANKFURT:
International Motor Show—11-21 September 1975
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(B. G. Doyle, Ext. 690)
(Cut off date: 15.11.74)

PARIS:
International Motor Exhibition—2-12 October 1975
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

MILAN:
International Cycle and Motor Cycle Exhibition—November 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.5.75)

1976

ANAHEIM:
Motor Cycle and Accessory Trade Show—January 1976
Joint venture with the Cycle and Motor Cycle Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

MONTREAL:
International Motor Show—January 1976
Joint venture with the Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

DETROIT:
Society of Automotive Engineers Exposition and Congress (SAE)—February 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.7.75)

NEW YORK:
International Cycle Show—February 1976
Joint venture with the Cycle and Motor Cycle Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

AMSTERDAM:
International Commercial Vehicle Exhibition—February 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 30.6.75)

TORONTO:
Canadian National Sportsmen's Show—March 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

GENEVA:
International Motor Show (Accessory Mfrs)—March 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 3.6.75)

LOS ANGELES:
Imported Automobile Show—May 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

COLOGNE:
International Bicycle and Motor Cycle Exhibition (IFMA)—September 1976
Joint venture with the Cycle and Motor Cycle Association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 15.12.75)

FRANKFURT:
International Exhibition of Automobile, Workshop and Garage Equipment (Automechanika)—October 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

TURIN:
International Motor Show (Accessories)—November 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 28.2.76)

Music and musical instruments

1975

CANNES:
International Record and Music Publishing Market (MIDEM)—18-24 January 1975
Joint ventures with
(i) Music Publishers' Association.
(ii) British Phonographic Industries Ltd.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

CHICAGO:
Music Industry Trade Show—22-25 June 1975
Joint venture with the Musical Instrument Industries Association.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

1976

CANNES:
International Record and Music Publishing Market (MIDEM)—January 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

HOUSTON:
Music Industry Trade Show—June 1976
Joint venture with Musical Instrument Industries Association.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

Office machinery and equipment

1974

CHICAGO:
National Office Products Association Show—19-22 October 1974
Joint venture with the Business Equipment Trade Association.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

ZAGREB:
International Office Machinery and Equipment Exhibition (Interbiro)—21-26 October 1974
Joint venture with the Business Equipment Trade Association.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

1975

TOKYO:
British Export Marketing Centre Business and Reproduction Equipment Exhibition (including Computer Software and Peripherals)—18-22 February 1975
Sponsored by the Business Equipment Trade Association.
(R. D. D'Urban, Tel. 01-405 6233)
(R. King, Ext. 7317)
(Cut off date: passed)

VIENNA:
International Office Organisation Exhibition (IFABO)—4-7 May 1975
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

MOSCOW:
Exhibition of Equipment and Appliances for Mechanisation of Designing Technical, and Office Work (Interorgtekhaitka)—2-16 September 1975
Joint venture with appropriate trade association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

PARIS:
International Business Machines and Office Equipment (SICOB)—18-26 September 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

MUNICH:
International Congress and Exhibition for Computer Systems and their Appreciation—(Systems '75)—27-31 October 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

ZAGREB:
International Office Machinery and Equipment Exhibition (Interbiro)—October 1975
Possible joint venture with the Business Equipment Trade Association.
(G. A. Casburn, Ext. 602)
(Cut off date: 28.2.75)

USA:
National Office Products Association Show—October 1975
Joint venture with the Business Equipment Trade Association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

1976

VIENNA:
International Office Organisation Exhibition (IFABO)—May 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

CHICAGO:
National Office Products Association Show—October 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

AMSTERDAM:
International Office Machinery and Equipment Exhibition—October 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Packaging machinery and materials, including containers

1974

MUNICH:
International Container Exhibition (Containerisation)—23-27 October 1974
Joint venture with the London Chamber of Commerce.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

PARIS:
International Packaging Exhibition—12-18 November 1974
Joint venture with the Institute of Packaging.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

1975

ROTTERDAM:
International Exhibition for Transport, Import and Export Services (Nedex/Eurofreight)—18-22 March 1975
Joint venture with the London Chamber of Commerce.
(Mrs. E. Crozier, Ext. 7045)
(Cut of date: passed)

STOCKHOLM:
International Exhibition for Suppliers to the Pulp, Paper, Board and Conversion Industry (SPCI '75)—8-11 April 1975
Joint venture with the British Paper Machinery Makers Association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

DUSSELDORF:
International Fair for Packaging Machines, Packaging Materials, Confectionery Machines (Interpack)—9-15 May 1975
Joint venture with the Institute of Packaging.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

BRNO:
International Packaging and Printing Trade Exhibition (EMBAX)—23-27 June 1975
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

MILAN:
International Exhibition of Packing and Packaging, Mechanical Handling and Food Processing Industrial Machinery (Ipackima)—October 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 28.2.75)

1976

JOHANNESBURG:
International Plastics Printing and Packaging Exhibition—15-19 June 1976
Joint venture with appropriate trade association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: not yet arranged)

USA:
Packaging/Converting Machinery Show (PMMI)—September 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

PARIS:
International Packaging Exhibition—November 1976
Joint venture with appropriate trade association.
(Miss. H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

Photographic equipment

1975

ANAHEIM:
National Microfilm Association Annual Convention Exposition—8-11 May 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 22.11.74)

PARIS:
Photographic, Cinema and Optical Exhibition—8-16 November 1975
Joint venture with the British Photographic Export Group.
(Miss. H. J. Archer, Ext. 7205)
(Cut off date: 1.3.75)

1976

TOKYO:
British Export Marketing Centre, Photographic Equipment Exhibition—March 1976
Sponsored by the British Photographic Export Group.
(R. Saunders, Tel. 01-893 3372)
(M. A. Burrows, Ext. 360)
(Cut off date: 13.6.75)

USA:
National Microfilm Association Annual Convention Exposition—May 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

COLOGNE:
World Fair of Photography (Photokina)—September/October 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 30.11.75)

Pottery and glassware

1975

ATLANTIC CITY:
China and Glass Show—January 1975
Joint venture with Department of Commerce Northern Ireland.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

HANOVER:
International Consumer Goods Fair (Interfachmesse '75)—14-18 March 1975
Joint ventures with appropriate trade associations.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

PARIS:
International China, Glassware, Pottery, Silverware, Jewellery, Watches and Clocks Exhibition (Sifbihor)—6-9 April 1975
Joint venture with British Ceramic Manufacturers Federation.
(Miss. D. M. Wilmot, Ext. 7211)
(Cut off date: 8.11.74)

1976

ATLANTIC CITY:
China and Glass Show—January 1976
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

Printing, stationery and printing machinery

1974

CHICAGO:
International Graphic Arts Exposition (Print '74)—16-25 November 1974
Joint venture with the British Printing Machinery Association Ltd.
(J. Henderson, Ext. 265)
(Cut off date: passed)

1975

ZAGREB:
International Fair of Printing and Paper Industry (Intergrafika)—17-22 March 1975
Joint venture with the London Chamber of Commerce.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

MILAN:
International Screen Printing Trade Fair (FESPA)—17-21 May 1975
Joint venture with Display Producers and Screen Printers Association.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

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TOKYO:
Japan Graphic Arts Exhibition—May 1975
Joint venture with appropriate trade association.
(R. King, Ext. 7317)
(Cut off date: not yet arranged)

NEW YORK:
Stationery Show—May 1975
Joint venture with British Stationery and Office Products Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

1976

TORONTO:
Canadian Graphic Arts Show—14-17 May 1976
Joint venture with the British Printing Machinery Association.
(J. Henderson, Ext. 365)
Cut off date: 28.11.75)

NEW YORK:
Stationery Show—May 1976
Joint venture with the British Stationery and Office Products Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

Scientific instruments and nuclear equipment

1974

GENEVA:
British Components Exhibition at CERN (Comite European de Recherche Nucleaire)—21-25 October 1974
Joint venture with the British Electrical and Allied Manufacturers Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

SAN FRANCISCO:
Electro-Optical Systems Design Conference—5-7 November 1974
Joint venture with the London Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre, Scientific Instrument Manufacturers Association Seminar—12-16 November 1974
(R. King, Ext. 7317)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre, Analytical Instruments and Pollution Measurement and Control Instrumentation Exhibition—12-16 November 1974
Sponsored by Scientific Instrument Manufacturers Association.
(L. J. Nolder, Tel. 01-727 2614)
(R. King, Ext. 7317)
(Cut off date: passed)

PARIS:
Laboratory Exhibition—9-14 December 1974
Joint venture with the British Laboratory Ware Association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

1975

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy—3-7 March 1975
Joint venture with the Scientific Instrument Manufacturers Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

TOKYO:
International Security and Safety Exhibition—14-19 March 1975
Joint venture with the London Chamber of Commerce.
(R. King, Ext. 7317)
(Cut off date: passed)

SHANGHAI:
British Machine Tools and Scientific Instruments Exhibition—25 March-4 April 1975
All-British exhibition sponsored by the BOTB in association with the Sino-British Trade Council, the Machine Tool Trades Association and the Scientific Instrument Manufacturers Association, and the Gauge and Tool Makers Association.
(D. C. Stewart, Ext. 689)
(Cut off date: passed)

NEW YORK:
Annual Meeting of the American Society for Microbiology—27 April-2 May 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

MUNICH:
Exhibition for Electro-Optical Systems and their Applications in Industry and Research (LASER '75)—24-27 June 1975
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

BASLE:
International Nuclear Industries Fair (NUCLEX)—7-11 October 1975
Joint venture with the British Nuclear Forum.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.11.74)

ANAHEIM:
Electro-Optical Systems Design Conference—11-13 November 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.5.75)

MOSCOW:
Exhibition of Instruments for Research in Physics—25 November-3 December 1975
Joint venture with appropriate trade association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

MOSCOW:
Exhibition of Equipment for Geology, Geophysics and Cartography—26 November-4 December 1975
Joint venture with appropriate trade association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

TOKYO:
British Export Marketing Centre, Electro-Optics and Laser Equipment Exhibition—2-6 December 1975
Sponsored by the Sira Institute.
(W. A. Seatherton, Tel. 01-467 2636)
(M. A. Burrows, Ext. 360)
(Cut off date: 14.3.75)

1976

USA:
Annual Meeting of the American Society for Microbiology—1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.75)

CLEVELAND:
Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy—1-5 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.75)

MUNICH:
International Trade Exhibition and Congress for Biochemical Analysis (Analytica)—27-30 April 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

PARIS:
International Exhibition of Measurement Control Regulation and Automation (Mesuccra)—April 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

ANAHEIM:
Electro-Optical Design Conference and Exhibition—May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.75)

FRANKFURT:
Chemical Engineering Exhibition and Congress (Achema)—20-26 June 1976
Joint ventures with:
(i) Process Plant Association.
(ii) Scientific Instrument Manufacturers Association.
(iii) British Laboratory Ware Association and possible assistance for stands of Government bodies.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

PARIS:
Laboratory Exhibition—December 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

Ships and boats

1974

HAMBURG:
International Boat Show—17-27 October 1974
Joint venture with the Ship and Boat Builders National Federation.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

GENOA:
International Boat Show—18-27 October 1974
Joint venture with the Ship and Boat Builders National Federation.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (Europort)—12-16 November 1974
Joint venture with the London Chamber of Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1975

TORONTO:
International Boat Show—9-19 January 1975
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

PARIS:
International Pleasure Boat Exhibition—9-20 January 1975
Joint venture with the Ship and Boat Builders National Federation.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

DUSSELDORF:
International Boat Show—18-26 January 1975
Joint venture with the Ship and Boat Builders National Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

GOTHENBURG:
Boat Show—7-16 February 1975
Joint venture with the Ship and Boat Builders National Federation.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

LONG BEACH:
S.C.M.A. Sail Boat Show—14-23 February 1975
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

MIAMI:
International Boat Show—21-26 February 1975
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

AMSTERDAM:
Sailboat Show (HISWA)—4-9 March 1975
Joint venture with the Ship and Boat Builders National Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

AMSTERDAM:
Powerboat Show (HISWA)—18-23 March 1975
Joint venture with the Ship and Boat Builders National Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

TOKYO:
International Boat Show—3-8 April 1975
Joint venture with the Ship and Boat Builders National Federation.
(R. King, Ext. 7317)
(Cut off date: 22.11.74)

OSLO:
International Shipping Exhibition (Nor Shipping '75)—5-10 May 1975
Joint venture with the Shipbuilders and Repairers National Association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: 18.10.74)

TOKYO:
British Export Marketing Centre Marine Equipment Exhibition—May 1975
Sponsored by the British Marine Equipment Council.
(D. Maxwell, Tel. 01-247 7566)
(M. A. Burrows, Ext. 360)
(Cut off date: passed)

SYDNEY:
International Boat Show—8-13 August 1975
Joint venture with the Ship and Boat Builders National Federation.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 8.11.74)

CHICAGO:
Marine Trades Exhibition and Conference—September 1975
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

NEWPORT:
International Sailboat Show—September/October 1975
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

GENOA:
International Boat Show—17-27 October 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.3.75)

HAMBURG:
International Boat Show—18-26 October 1975
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

ANNAPOLIS:
United States Sailboat Show—October 1975
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (Europort)—November 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 5.4.75)

1976

PARIS:
International Pleasure Boat Exhibition—January 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

DUSSELDORF:
International Boat Show—January 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

TORONTO:
International Boat Show—January 1976
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

LONG BEACH:
S.C.M.A. Sailboat Show—February 1976
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

MIAMI:
International Boat Show—February 1976
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

AMSTERDAM:
Sailboat Show (HISWA)—March 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

AMSTERDAM:
Powerboat Show (HISWA)—March 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

ATHENS:
International Shipping Exhibition (Posidonia)—June 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 5.10.75)

NEWPORT:
International Sailboat Show—September 1976
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

CHICAGO:
Marine Trades Exhibition and Conference—September 1976
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

ANNAPOLIS:
United States Sailboat Show—October 1976
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

GENOA:
International Boat Show—October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.4.76)

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HAMBURG:
International Boat Show—October 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

Sports goods and camping equipment, including caravans

1974

AMSTERDAM:
Caravan Exhibition—12-18 December 1974
Joint venture with the National Caravan Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1975

HOUSTON:
National Sporting Goods Association Show—23-26 January 1975
Joint ventures with:
(i) The Federation of British Manufacturers of Sports and Games.
(ii) The Camping Trades Association of Great Britain Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

SYDNEY:
International Toy and Sporting Goods Trade Fair—9-12 March 1975
Joint venture with British Toy Manufacturers Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

MINSK:
Exhibition of Sports Articles and Equipment for Their Manufacture—10-19 June 1975
Joint venture with appropriate trade association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

TOKYO:
British Export Marketing Centre Sporting, Camping and Leisure Goods Exhibition—17-21 June 1975
Sponsored by the Camping Trade Association of Great Britain.
(J. H. Griffiths, Tel. 01-405 3822)
(R. King, Ext. 7317)
(Cut off date: passed)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA)—27-30 September 1975
Joint ventures with:
(i) The Federation of British Manufacturers of Sports and Games.
(ii) The Camping Trades Association.
(iii) Leisure and Outdoor Furniture Association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 28.2.75)

ESSEN:
International Caravan Salon—27 September-3 October 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

COLOGNE:
International Exhibition of Sports Facilities and Bath Installations—November 1975
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 30.12.74)

AMSTERDAM:
Caravan Exhibition—December 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1976

CHICAGO:
National Sporting Goods Association Show—February 1976
Joint ventures with:
(i) The Federation of British Manufacturers of Sports and Games.
(ii) The Camping Trades Association of Great Britain Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA)—September 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 28.2.76)

Textiles and textile machinery

1974

GREENVILLE—SOUTH CAROLINA:
Southern Textile Exhibition—21-25 October 1974
Joint venture with British Textile Machinery Association.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—19-22 November 1974
Joint venture with National Wool Textile Export Corporation.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

1975

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—8-12 January 1975
Joint ventures with:
(i) National Wool Textile Export Corporation.
(ii) Irish Linen Guild.
(iii) British Carpets Export Association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

ATLANTIC CITY:
Knitting Arts Exhibition—27 April-2 May 1975
Joint venture with the British Textile Machinery Association.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—12-15 May 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

AMSTERDAM:
Textile Design Exhibition (Design-In)—September 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

USA:
Bobbin Show—September 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.74)

MILAN:
International Textile Machinery Exhibition—6-15 October 1975
Joint venture with British Textile Machinery Association.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—18-21 November 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

1976

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—14-18 January 1976
Joint ventures with appropriate trade associations.
J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

OSAKA:
Fourth International Exhibition of Textile Machinery (Jitema '76)—March 1976
Joint venture with appropriate trade association.
(M. A. Burrows, Ext. 360)
(Cut off date: not yet arranged)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—11-14 May 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

USA:
Bobbin Show—September 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.75)

GREENVILLE, SOUTH CAROLINA:
Southern Textile Exposition—October 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 4.1.76)

COLOGNE:
International Fair of Clothing Machines (IMB)—3-7 November 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 30.4.76)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—November 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Toys and games

1975

NUREMBERG:
International Toy Fair—1-7 February 1975
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

NEW YORK:
International Toy Fair—16-18 February 1975
Joint venture with the British Toy Manufacturers' Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

SYDNEY:
International Toy and Sporting Goods Trade Fair—9-12 March 1975
Joint venture with British Toy Manufacturers' Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

1976

NUREMBERG:
International Toy Fair—7-13 February 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

New export promotion film

A recently completed film, 'Shows That Sell', is available on loan to exporters, trade associations, chambers of commerce, export clubs and any other export orientated organisation. This 16 mm. colour film, which runs for 20 minutes, illustrates the principal practical ways in which Fairs and Promotions Branch assists industry to win more exports. Application should be made to Publicity Unit, BOTB, 26 Old Bailey, EC4, or to any regional office of Department of Industry or offices for Scotland or Wales.

NEW YORK:
International Toy Fair—February 1976
Joint venture with the British Toy Manufacturers' Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

Watches and clocks

1975

BASLE:
Swiss Industries Fair (3rd European Watch, Clock and Jewellery Fair)—12-21 April 1975
Joint ventures with
(i) Export Council for the Jewellery and Giftware Industries
(ii) British Clock and Watch Manufacturers' Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

1976

BASLE:
Swiss Industries Fair (4th European Watch, Clock and Jewellery Fair)—March/April 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 16.5.75)

Water, effluent and air treatment plant, including anti-pollution, cleaning and refuse disposal equipment

1974

MILAN:
Antipollution Exhibition—22-26 October 1974
Joint venture with Birmingham Engineering and Building Centre.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan)—21-25 November 1974
Joint venture with British Institute of Cleaning Science.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

PARIS:
Industrial Cleaning Exhibition—2-7 December 1974
Joint venture with British Institute of Cleaning Science.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

1975

TOKYO:
Anti-Pollution Exhibition—14-19 March 1975
Joint venture with London Group of Building Centres.
(M. A. Burrows, Ext. 360)
(Cut off date: passed)

AMSTERDAM:
International Cleaning and Maintenance Exhibition (Interclean)—29 April-2 May 1975
Joint venture with the British Institute of Cleaning Science.
(P. F. Aitken, Ext. 7203)
(Cut off date: 30.10.74)

MUNICH:
International Sewage and Refuse Engineering Exhibition (IFAT)—6-12 June 1975
Joint venture with British Water and Effluent Treatment Plant Association.
(S. F. Morris, Ext. 7080)
(Cut off date: 25.11.74)

LOS ANGELES:
11th Annual Convention of the Solid Waste Management Association—18-21 June 1975
Joint venture with London Chamber of Commerce.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.1.75)

SYDNEY:
Environment '75—2-6 July 1975
Joint venture with London Group of Building Centres.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

DUSSELDORF:
International Trade Fair for Industrial Cleaning and Works Hygiene (IGB '75)—18-21 September 1975
Joint venture with the British Institute of Cleaning Science.
(P. F. Aitken, Ext. 7203)
(Cut off date: 23.12.74)

CHICAGO:
Pollution Engineering Exposition and Congress —September 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.3.75)

AMSTERDAM:
International Exhibition for the Treatment, Storage and Use of Water (Aquatech)—September 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 9.1.75)

UTRECHT:
International Trade Fair for Environmental Control Techniques (Milieu)—20-25 October 1975
Joint venture with London Chamber of Commerce.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 31.12.74)

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan)—November 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.75)

1976

TOKYO:
Anti-Pollution Exhibition—March 1976
Joint venture with appropriate trade association.
(M. A. Burrows, Ext. 360)
(Cut off date: not yet arranged)

TORONTO:
Pollution Control Show—April 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.75)

USA:
Air Pollution Association Annual Meeting and Exhibition—June 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 2.1.76)

USA:
12th Annual Convention of the Solid Waste Management Association—June 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: January 1976)

CHICAGO:
Pollution Engineering Exposition and Congress —September 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.75)

AMSTERDAM:
International Exhibition for the Treatment, Storage and Use of Water (Aquatech)—September 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 9.1.76)

MILAN:
Anti-Pollution Exhibition—October 1976
Joint venture with appropriate trade association
(R. E. Newton, Ext. 571)
(Cut off date: 31.4.76)

MILAN:
Industrial Cleaning, Maintenance and Sanitation Exhibition (Pulisan)—November 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.76)

Other specialised fairs

1974

TORONTO:
Canadian Education Showplace—15-17 October 1974
Joint venture with the Industrial Council for Educational Training and Technology.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

DUSSELDORF:
IKI International Art Dealers' Fair—19-24 October 1974
Joint venture with the Fine Arts and Antiques Export Committee.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

KANSAS CITY:
45th Annual Convention and Exhibition of the Wire Association of America—27-31 October 1974
Joint venture with the Wire Machinery Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

OSLO:
2nd International Forum for Innovation and Licensing (Know-How '74)—28 October-1 November 1974
Joint venture with London Chamber of Commerce and Industry
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

NEW ORLEANS:
American Vocational Association Show—6-11 December 1974
Joint venture with the Industrial Council for Educational Training and Technology.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

1975

ESSEN:
Horse Riding Equipment Exhibition (Equitana)—19-23 February 1975
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

NUREMBERG:
European Educational Aids and Appliances Fair (Didacta)—10-14 March 1975
Joint ventures with
(i) Industrial Council for Educational and Training Technology Ltd., including a stand for the Department of Education and Science
(ii) Book Development Council.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

TORONTO:
Canadian Premium/Incentive Show—18-20 March 1975
Joint venture with London Chamber of Commerce and Industry.
M. J. Low, Ext. 7204)
(Cut off date: 18.10.74)

MADRID:
World Stamp Exhibition (Espana '75)—4-13 April 1975
Joint venture with the Philatelic Traders' Society.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

DALLAS—TEXAS:
Educational Communications and Technology National Convention and Exhibition—13-17 April 1975
Joint venture with Industrial Council for Educational and Training Technology.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

AMSTERDAM:
International Fire Service Exhibition—29 April-3 May 1975
Joint venture with London Chamber of Commerce and Industry.
(P. F. Aitken, Ext. 7203)
(Cut off date: 30.11.74)

WASHINGTON—D.C.:
American Ceramic Society—4-8 May 1975
Joint venture with British Ceramic Plant and Machinery Manufacturers' Association.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

HOUSTON—TEXAS:
7th Annual Offshore Technology Conference and Exposition—5-8 May 1975
Joint venture with the Association of British Oceanic Industries.
(M. F. Moor, Ext. 7215)
(Cut off date: passed)

NEW YORK:
National Premium Show—5-8 May 1975
Joint venture with British Premium Manufacturers' Association.
(M. J. Low, Ext. 7204)
(Cut off date: 29.10.74)

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons and German Weapon Fair—7-11 May 1975
Possible joint venture with Birmingham Chamber of Commerce and Industry.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

GRENOBLE:
European Symposium of Powder Metallurgy—13-15 May 1975
Joint venture with Birmingham Engineering and Building Centre.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: 30.11.74)

COLOGNE:
Geodétic Week—22-27 May 1975
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 31.10.74)

PIACENZA:
Button Exhibition—30 May-2 June 1975
Joint venture with appropriate trade association.
(R. E. Newton Ext. 571)
(Cut off date: passed)

CHICAGO:
International Security Conference and Exhibition—May 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.11.74)

CINCINNATI:
National Materials Handling Show—3-5 June 1975
Joint venture with the London Chamber of Commerce and Industry.
(J. Henderson, Ext. 265)
(Cut off date: passed)

PARIS:
International Stamp Exhibition (Arphila)—6-16 June 1975
Joint venture with Philatelic Traders' Society.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

MELBOURNE:
Australian International Education Exhibition—17-21 June 1975
Joint ventures with Industrial Council for Educational and Training Technology.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

BASLE:
International Art Fair—18-23 June 1975
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.3.75)

USA:
Annual Exhibition of Educational Resources—June 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.1.75)

SALONIKA:
World Veterinary Congress—6-12 July 1975
Joint venture with the Association of the British Pharmaceutical Industry.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Oceanological Equipment Exhibition—8-12 July 1975
Sponsored by the Association of British Oceanological Industries.
(M. Armstrong, Tel. 01-839 4089)
(M. A. Burrows, Ext. 360)
(Cut off date: 18.10.74)

MOSCOW:
Fire Protection Exhibition—8-17 July 1975
Possible joint venture with appropriate trade association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

MOSCOW:
Exhibition of Equipment for Aluminium Production and Fabrication (Alumini—'75)—9-19 July 1975
Joint venture with appropriate trade association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

DUSSELDORF:
International Trade Fair for Industrial Cleaning and Works Hygiene (IGB '75)—18-21 September 1975
Joint venture with the British Institute of Cleaning Science.
(P. F. Aitken, Ext. 7203)
(Cut off date: 23.12.74)

ANAHEIM:
10th Western Woodworking Machinery and Furniture Supply Fair—20-23 September 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 29.3.75)

CHICAGO:
National Safety Congress—29 September-2 October 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.3.75)

BASLE:
International Surface Treatment Exhibition—30 September-4 October 1975
Joint venture with Birmingham Engineering and Building Centre.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 31.10.74)

CINCINNATI:
Powder Coating Exhibition—September 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.4.75)

MEXICO CITY:
International Exhibition on Teaching Materials (Didacta '75)—10-19 October 1975
Joint venture with Engineering Teaching Equipment Manufacturers' Association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

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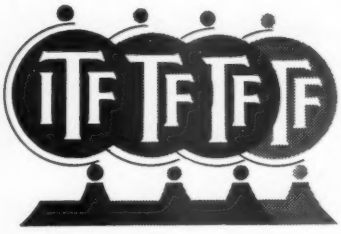

Change of Address

Industrial and Trade Fairs Holdings Limited
and their subsidiary companies
have moved their head office from Commonwealth House, London
to Solihull, West Midlands
and their London office to the West End

Industrial and Trade Fairs Holdings Limited

Head Office

Radcliffe House,
Blenheim Court, Solihull, West Midlands B91 2BG
Telephone: 021-705 6707 Telex: 337073
Cables: Indatfa Sol

London Office

9 Argyll Street, London W1V 2HA
Telephone: 01-437 1622 Telex: 262567
Cables: Indatfa London

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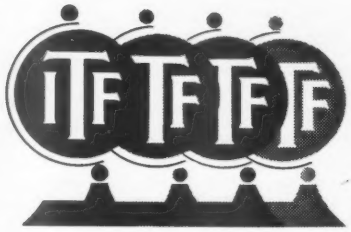

Calendar of Events 1974

The Northern Floor Coverings Fair
3–6 September, The Exhibition Centre, Harrogate.

Electronic Instruments Exhibition
17—19 September, Coventry.

Electronic Instruments Exhibition
24—26 September, Southampton.

London International Footwear Fair
29 September–2 October, Olympia, London.

Offshore International Exhibition and Conference
7–11 October, Olympia, London.

International Audio Festival and Fair
28 October–3 November, Olympia, London.

British Industrial Exhibition, Jakarta
7–13 November, Hotel Indonesia, Jakarta, Indonesia.

Home Improvements & Leisuretime Exhibition
12–23 November, City Hall, Manchester.

Meat Industry and International Poultry Show
5–7 December, Olympia, London.

Calendar of Events 1975

IMBEX 75 – International Men's and Boys' Wear Exhibition
24–28 February, Earls Court, London.

Brighter Homes Exhibition
4–22 March, City Hall, Manchester.

British Machine Tools and Scientific Instruments Exhibition
25 March—4 April, Shanghai, China.

International Welding and Metal Fabrication Exhibition
21–26 April, Olympia, London.

London Electronic Component Show
13–16 May, Olympia, London.

National Printing Machinery Exhibition
2–6 June, Olympia, London.

The Northern Floor Coverings Fair
2–5 September, The Exhibition Centre, Harrogate.

International Process Plant and Equipment Exhibition
8–12 September, Olympia, London.

London International Footwear Fair
September, Earls Court, London.

48th International Bakers and Confectioners Exhibition
21–26 October, Olympia, London.

International Audio Festival and Fair
20–26 October, Olympia, London.

Home Improvements and Leisuretime Exhibition
November, City Hall, Manchester.

Calendar of Events to Mid-1976

HOTELYMPIA 76—International Hotel and Catering Exhibition
14—21 January, Olympia, London.

IMBEX 76 – International Men's and Boys' Wear Exhibition
1–5 March, Earls Court, London.

BREWEX 76 – International Brewing, Bottling and Allied Trades Exhibition
29 March–2 April, Earls Court, London.

HEVAC 76 – International Heating, Ventilating and Air Conditioning Exhibition.
6—9 April, National Exhibition Centre, Birmingham.

IEA 76 – International Instruments Electronics Automation Exhibition
4—7 May, National Exhibition Centre, Birmingham.

Overseas Exhibitions

The group also organises British trade fairs overseas through its subsidiary, Industrial and Trade Fairs International Limited. Included among these have been exhibitions in:

São Paulo British Industrial Exhibition (1969 and 1974)

Bilbao British Industrial Technology Exhibition (1973)

Peking British Industrial Technology Exhibition (1973)

Buenos Aires British Industrial Exhibition (1970)

Bucharest British Industrial Exhibition (1968)

Vancouver British Pavilion, British Columbia International Trade Fair (1967)

Toronto British Industrial Fair, Production Show (1967)

Mexico City British Industrial Exhibition (1966)

Moscow British Industrial Exhibition (1966)

WASHINGTON D.C.:
Annual Convention and Exhibition of the Wire Association of America—12-16 October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

LOS ANGELES:
Paint Show—29 October-1 November 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.5.75)

NANTES:
International Market for European Sub-Contracting (Midest)—October 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

TORONTO:
Canadian Education Showplace—October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition and Congress—October 1975
Joint venture with the London Chamber of Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: 25.3.75)

TORONTO:
Canadian Mining and Aggregate Equipment Exhibition—November 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.5.75)

1976

NEW ORLEANS:
National Audio-Visual Association Convention and Exhibition—10-13 January 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.6.75)

BASLE:
International Exhibition for the Nonwoven Fabrics, Disposables and Short Life Products Industry (Interslix '76)—27-31 January 1976
Joint venture with London Chamber of Commerce.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 28.4.75)

ZURICH:
Exhibition for Mechanised and Automated Production—January 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 31.12.74)

BASLE:
European Educational Materials Exhibition (Didacta)—23-27 March 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: not yet arranged)

ANAHEIM:
Educational Communications and Technology National Convention and Exhibition—25 March-3 April 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.75)

ZURICH:
International Sheet Metal Exhibition and Conference—March 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 31.8.75)

HAMBURG:
5th European Congress and Exhibition of Ophthalmology—5-9 April 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

AMSTERDAM:
International Exhibition for the Nonwoven Fabrics and Disposable Softgoods Industries—April 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 30.9.75)

WIESBADEN:
International Pet Trades Fair—14-16 May 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

BRNO:
International Inventions and Innovations Exhibition (INVEX)—16-27 May 1976
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

DUSSELDORF:
8th World Mining Congress—22-30 May 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

USA:
American Ceramic Society—May 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

ANAHEIM:
Western Safety Congress and Exhibits Show—May 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.12.75)

CHICAGO:
International Security Conference and Exhibition—May 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.11.75)

HOUSTON—TEXAS:
8th Annual Offshore Technology Conference and Exposition—May 1976
Joint venture with appropriate trade association.
(M. F. Moor, Ext. 7215)
(Cut off date: August 1975)

NEW YORK:
National Premium Show—May 1976
Joint venture with British Premium Manufacturers' Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

PHILADELPHIA:
Interphil 1976—May 1976
Possible joint venture with the Philatelic Traders Society.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

BASLE:
International Art Fair—16-21 June 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.3.76)

BRNO:
International Foundry Exhibition (Fond-Ex)—21-25 June 1976
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

USA:
Annual Exhibition of Educational Resources—June 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.1.75)

USA:
National Materials Handling Show—June 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

BASLE:
2nd International Knitting Machinery Exhibition—21-25 September 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 30.3.76)

LOUISVILLE:
International Woodworking Machinery and Furniture Supply Fair—September 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

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CINCINNATI:
Powder Coating Exhibition—September 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.3.76)

CHICAGO:
Railway Supply Association Exhibition—September 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.76)

CHICAGO:
National Safety Congress—September/October 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.3.76)

WASHINGTON:
Paint Show—27-30 October 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.5.76)

USA:
Annual Convention and Exhibition of the Wire Association of America—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

TORONTO:
Canadian Education Showplace—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

AMSTERDAM:
Metal Finishing Exhibition (Interfinishvom '76)—November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 30.4.75)

USA:
World Energy Engineering Exposition and Congress—November 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 16.5.76)

DUSSELDORF:
3rd International Congress Exhibition for Marine Research and Marine Exploitation (Interocean)—November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £100 firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The Board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will each be able to claim £400 towards the cost of sending up to two representatives to man the stands during the exhibition. The Centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of £50 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering. A charge of £5 an hour will be made. Further information on the Centre and its facilities can be obtained from Fairs and Promotions Branch (tel. 01-248 5757, ext 7104/7317/360).
The programme of exhibitions for 1974 and the first half of 1975 is now complete and fully subscribed. The events taking place from June 1975 to March 1976 are listed below. The programme of exhibitions for the remainder of 1976 is now under consideration and information may be obtained from the Board's Export to Japan Unit (01-248 5757, ext. 614).

Official British Trade Exhibitions June 1975 - March 1976

Sporting, Camping and Leisure Goods Exhibition—17-21 June 1975
Sponsored by the Camping Trades Association of Great Britain.
(J. H. Griffiths, Tel. 01-405 3822)
(R. King Ext. 7317)
(Cut off date: passed)

Contract Furnishing Exhibition—14-18 October 1975
Sponsored by the Contract Furnishing Association.
(S. Wright, Tel. 01-723 0095)
(M. A. Burrows, Ext. 360)
(Cut off date: 10.1.75)

Oceanological Equipment Exhibition—8-12 July 1975
Sponsored by the Association of British Oceanological Industries.
(M. Armstrong, Tel. 01-839 4089)
(M. A. Burrows, Ext. 360)
(Cut off date: 18.10.74)

Engineers' Small Tools and Hand Tools Exhibition—11-15 November 1975
Sponsored by the Federation of British Hand Tool Manufacturers
(W. R. Eccles, Tel: 0742 663084)
(R. King, Ext. 7317)
(Cut off date: 14.2.75)

Medical Equipment Exhibition—September 1975
Sponsored by the British Hospitals Export Council.
(J. Harris, Tel. 01-262 2641)
R. King, Ext. 7317)
(Cut off date: 13.12.74)

Electro-Optics and Laser Equipment Exhibition—2-6 December 1975
Sponsored by the Sira Institute.
(W. A. Seatherton, Tel. 01-467 2636)
(M. A. Burrows, Ext. 360)
(Cut off date: 14.3.75)

Heating, Ventilating, and Air-Conditioning Equipment Exhibition—February 1976
Sponsored by the Heating, Ventilating and Air Conditioning Manufacturers Association (HEVAC).
(D. G. Hogg, Tel. 01-734 4499)
(R. King, Ext. 7317)
(Cut off date: 9.5.75)

Photographic Equipment Exhibition—March 1976
Sponsored by the British Photographic Export Club.
(R. Saunders, Tel: 01-893 3372)
(M. A. Burrows, Ext. 360)
(Cut off date: 13.6.75)

British shopping weeks and store promotions

1974/5

Shopping week

Sweden

JONKOPING, April/May 1975
Promotion of British consumer goods by Jonkoping Retailers' Association
(Miss J. M. Neeson, Ext. 7207)

Store promotions

Australia

David Jones Ltd., nationwide, May 1975
Wide range of British consumer goods to be featured throughout 18 cities including Sydney, Adelaide, Canberra, Perth, Brisbane.
UK inquiries: David Jones Group, 315 Regent Street, London, W.1 (Tel. 01-580 1555)
(Mrs. P. W. Davies, Ext. 7093)

Belgium

G.B. Enterprises, end of November or early December 1974
Food promotion, nationwide
(Mrs. M. R. Todd, Ext. 7092)

Canada

VANCOUVER, 6-19 October 1974
Edward Chapman Ltd., 833 West Pender Street, Vancouver, British Columbia.
(C. J. Wareing, Ext. 7242)

TORONTO, 21 October-2 November 1974
Eatons
Promotion of British menswear.
(L. Devine, Ext. 318)

France

Seldis: Promotion of Knitwear and Gloves in 250 Provincial stores, 25 November-7 December 1974
Inquiries: Mme Delahaye, Secretary General, Seldis, 55 Boulevard de Strasbourg, 75010 Paris.
(Miss D. M. Wilmot, Ext. 7211)

PARIS, February 1975
La Samaritaine
Consumer goods.
Inquiries: M Lardenois, Buying & Promotions Manager, La Samaritaine, 19 Rue de la Monnaie, Paris 1
(Miss D. M. Wilmott, Ext. 7211)

West Germany

DORTMUND, 1974
Rewe group of Food Stores—330 outlets in Dortmund area
Promotion of British Confectionery.
(J. C. C. Hicks, Ext. 7201)

Italy

ROME, December 1974
CIM, two stores
Promotion will include food and drink and related household items.
(Contact: Dott F. Robiglioni, Via XX Settembre 97 C, Rome. Tel. 48 13 51)
(R. E. Newton, Ext. 571)

Japan

ADO Department Store, late September/mid November 1974
Consumer goods promotion to be held in 10 stores, in Tokyo and other branches.
UK inquiries: Dean Warburg Ltd., 38 Savile Row, London, W.1 (Tel. 01-734 9421. Contact: Mr. J. Warburg)
(M. A. Burrows, Ext. 360)

Hoteiya (Veda City), 18 October-3 November, 1974
British Promotion featuring consumer goods in general.
Store Head Office: 5-7 Chuo 2-Chome, Ueda City, Nagano Prefecture
(R. King, Ext. 7317)

OSAKA:
Hankyu, 25-31 October 1974
Consumer goods promotion.
Store Head Office: 41 Kakuda-Cho, Kitaku, Osaka
UK inquiries: Booker Export Services Ltd. The Adelphi, John Adam St., London, W.C.2N 6BD
(Tel. 01-930 4041. Contact: B. Windsor)
(M. A. Burrows, Ext. 360)

Seibu, 9-28 May 1975
Consumer goods promotion in 8 stores.
UK inquiries: J. Raymond Wilson & Co Ltd., 75/77 Margaret Street, London W1N 7HB
(Tel. 01-637 4595)
(R. King, Ext. 7317)

Mitsukoshi, May 1975
Consumer goods promotion, in Tokyo and other branches.
UK inquiries: Mitsukoshi (UK) Ltd., 5th Floor, Kent House, 87 Regent Street, London W1R 8NB (Tel. 01-437 6346)
(R. King, Ext. 7317)

TOKYO:
Isetan (Shinjuku), May 1975
Consumer goods.
UK inquiries: Dean Warburg Ltd., 38 Savile Row, London, W.1 (Tel. 01-734 9421)
(R. King, Ext. 7317)

Matsuzakaya, May 1975
Tokyo and Nagoya Stores
Consumer goods.
UK inquiries: Associated Merchandising Corporation (1B), Baker Street, London W1M 1AA (Tel. 01-486 4721)
(M. A. Burrows, Ext. 360)

Hankyu, May 1975
Consumer goods in general, Tokyo and Osaka.
UK inquiries: Booker Export Services Ltd., The Adelphi, John Adam Street, WC2N 6BD
(Tel. 01-930 4041)
(M. A. Burrows, Ext. 360)

Takashimaya, May/June 1975
Consumer goods promotion to be held in Group's main store in Tokyo and 9 other stores
UK inquiries: Portman (Wholesale & Overseas) Ltd., 40 Duke Street, London W1M 6AL
(Tel. 01-629 8805)
(M. A. Burrows, Ext. 360)

Switzerland

Rheinbrucke, Spring 1975
Approximately 30 stores all over Switzerland. The promotion will feature textiles, ladies' clothing, children's clothing, leather goods, carpets, furniture, eathenware, food and drink, do-it-yourself equipment, hi-fi and tv, garden implements. Contact: Mr. G. Gruenhut, Magazine zur Rheinbruecke AG, Dept: Rheba Zentrale, Marketing Promotion, Utengasse 6 Postfach 337. CH 4000 Basle
(Mrs. M. R. Todd, Ext. 7092)

USA

Nationwide, 1974
Brides Magazine Advertising Promotion featuring British goods at four Department Stores.
(L. Devine, Ext. 318)

NEW YORK, Mid-September-End October 1974
Barneys Store Promotion
British consumer goods.
(L. Devine, Ext. 318)

NEW YORK, 8 October-12 November 1974
Bloomingdale's
Store Promotion featuring British Food Products
(M. J. Low, Ext. 7204)

DES MOINES, IOWA, 20 October-2 November 1974
Younker Bros. Inc.
Store Promotion of all categories of consumer goods, London Buying House: Dean Warburg Ltd., (Tel. 01-734 9421)
(C. J. Wareing, Ext. 7242)

PORTLAND, OREGON, October 1974
Norm Thompson Outfitters
Store Promotion of Men's and Ladies' Outerwear, London Buying Office: Cyril Terry (London) Ltd. (Tel. 01-437 0265)
(M. J. Low, Ext. 7204)

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Missions

Outward missions

1974

Africa

Ivory Coast Liberia Sierra Leone 4-19 October 1974
Birmingham Chamber of Commerce
(Contact: T. I. Edgar, Tel. 021-454 6171)
(FPB contact: I. J. Thompson Ext. 7091)
(Cut off date: passed)

Nigeria 5-19 October 1974
Westminster Chamber of Commerce
(Contact: Mr. Treherne, Tel. 01-734 2851)
(FPB contact: I. J. Thompson, Ext. 7091)
(Cut off date: passed)

South Africa 5-19 October 1974
Northern Ireland Chamber of Commerce
(Contact: E. M. Buckley, Tel. Belfast 34488)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

South Africa 19 October-2 November 1974
Wolverhampton Chamber of Commerce and Industry
(Contact: Mr. Carder, Tel. Wolverhampton 20638)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

Ghana, Nigeria 27 October-9 November 1974
Engineering Industries Association
(Contact: Col. Scott, Tel. 01-863 9188)
(FPB contact: I. J. Thompson, Ext. 7091)
(Cut off date: passed)

South Africa 2-23 November 1974
Lighting Industry Federation Ltd.
(Contact: E. J. Counter, Tel. 01-636 0766)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

Tunisia, Libya 13-25 November 1974
Birmingham Chamber of Commerce and Industry
(Contact: T. Edgar, Tel. 021-454 6171)
(FPB contact: M. L. Sellek, Ext. 7314)
(Cut off date: passed)

South Africa 16-26 November 1974
Society of Motor Manufacturers and Traders
(Contact: K. Wallis, Tel. 01-235 7000)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

South Africa 24 November-7 December 1974
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9189)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

Nigeria 25 November-6 December 1974
Merseyside Chamber of Commerce
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: D. W. R. Pilkington, Ext. 7091)
(Cut off date: passed)

Americas, including the Caribbean

Brazil 14-28 October 1974
Bristol Chamber of Commerce and Industry
(Contact, Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

USA 20 October-2 November 1974
Allied Brewery Traders' Association
(Contact: J. A. Ingoldby, Tel. 01-407 5142)
(FPB contact: D. J. Webley, Ext. 7094)
(Cut off date: passed)

Venezuela, Brazil 27 October-15 November 1974
Westminster Chamber of Commerce
(Contact: Mr. Treherne, Tel. 01-734 2851)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

USA 2-16 November 1974
Dundee Chamber of Commerce
(Contact: J. Aitken, Tel. Dundee 22122)
(FPB contact: J. Henderson, Ext. 265)
(Cut off date: passed)

USA and Canada 4-15 November 1974
British Knitting Export Council
(Contact: A. R. Bicknell, Tel. 01-734 6277)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: passed)

USA 5-13 November 1974
British Pest Control Association
(Contact: C. J. Keeble, Tel. 01-582 8268)
(FPB contact: J. Henderson, Ext. 265)
(Cut off date: passed)

USA 9-17 November 1974
Agricultural Engineers' Association
(Contact: E. C. Lanning, Tel. 01-828 7973)
(FPB contact, D. J. Webley, Ext. 7094)
(Cut off date: passed)

Cuba 10-21 November 1974
The West India Committee
(Contact: Lt.-Col. M. Robinson, Tel. 01-629 6353)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

Brazil 14-23 November 1974
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Asia

China, 11-25 October 1974
British Electrical and Allied Manufacturers' Association
(Contact: M. F. Ellis, Tel. 01-437 0678)
(FPB contact: D. C. Stewart, Ext. 689)
(Cut off date: passed)

South Korea 13-23 October 1974
The London Chamber of Commerce and Industry
(Contact: Mr. Buckman, Tel. 01-248 4444)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Japan 14-26 October 1974
Scottish Council
(Contact: D. S. Reid, Tel. 031-225 7911)
(FPB contact: M. A. Burrows, Ext. 360)
(Cut off date: passed)

Singapore, Hong Kong, Japan 14 October-8 November 1974
Manchester Chamber of Commerce and Industry
(Contact: D. M. Arrandale, Tel. 061-832 5574)
(FPB contact: M. A. Burrows, Ext. 360)
(Cut off date: passed)

Malaysia, Singapore 19 October-2 November 1974
Cardiff Chamber of Commerce
(Contact: J. C. F. Winckley, Tel. Cardiff 21648)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: passed)

Japan 21 October-2 November 1974
Association of Hydraulic Equipment Manufacturers
(Contact: J. F. Nosworthy, Tel. 01-834 0855)
(FPB contact: M. A. Burrows, Ext. 360)
(Cut off date: passed)

Singapore, Australia, New Zealand 26 October-22 November 1974
Design Council
(Contact: Miss P. Meredith, Tel. 01-839 8000)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Bahrain, Qatar, Abu Dhabi, Dubai, Saudi Arabia 27 October-14 November 1974
Nottingham Chamber of Commerce
(Contact: N. J. C. Hough, Tel. Nottingham 45678)
(FPB contact: M. L. Sellek, Ext. 7314)
(Cut off date: passed)

Lebanon, Kuwait 31 October-13 November 1974
Clothing Export Council
(Contact: J. Clifford, Tel. 01-734 9744)
(FPB contact: M. L. Sellek, Ext. 7314)
(Cut off date: passed)

Hong Kong 4-9 November 1974
Birmingham Chamber of Commerce and Industry
(Contact: C. Harvey, Tel. 021-454 6171)
(FPB contact: I. D. Spencer Ext. 7099)
(Cut off date: passed)

Japan 4-15 November 1974
North East Scotland Development Authority
(Contact: M. G. Bruce, Tel. Aberdeen 55971)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Thailand, Malaysia, Singapore, Indonesia 9 November-3 December 1974
The Society of Motor Manufacturers and Traders Ltd.
(Contact: K. Wallis, Tel. 01-235 7000)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: passed)

Iran 10-17 November 1974
Export Association of Nottingham
(Contact: R. J. Schulkins, Tel. Nottingham 292245)
(FPB contact: M. L. Sellek, Ext. 7314)
(Cut off date: passed)

Japan 11-23 November 1974
Federation of Garden and Leisure Equipment Exporters (Gardenex)
(Contact: Mrs. Y. Slade, Tel. Hungerford 2532)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Hong Kong, Japan
(Hong Kong 12-15 November; Japan 18-28 November)
12-28 November 1974
Clothing Export Council
(Contact: J. Clifford, Tel. 01-734 9744)
(FPB contact: M. A. Burrows, Ext. 360)
(Cut off date: passed)

Oman, Dubai, Abu Dhabi, Doha, Bahrain, Yemen Arab Republic 20 November-13 December 1974
London Chamber of Commerce and Industry
(Contact: D. R. Gray, Tel. 01-248 4444)
(FPB contact: M. L. Sellek, Ext. 7314)
(Cut off date: passed)

Japan 23 November-7 December 1974
Book Development Council
(Contact: M. L. Rowlands, Tel. 01-582 6321)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Iran 2-12 December 1974
Scottish Council Development and Industry
(Contact: E. Frizzell, Tel. 031-225 7911)
(FPB contact: M. L. Sellek, Ext. 7314)
(Cut off date: passed)

Australasia

Australia and New Zealand 1 October-3 November 1974
Kent and Sussex Exporters' Club
(Contact: T. P. Veitch, Tel. Tunbridge Wells 23039, 22048)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia 2-26 October 1974
London Chamber of Commerce
(Contact: Miss Diane Wright, Tel. 01-248 4444)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia and New Zealand 26 October-29 November 1974
Dundee Chamber of Commerce
(Contact: J. Aitken, Tel. Dundee 22122)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

New Zealand, Australia 11 November-5 December 1974
East London and South West Essex Export Club
(Contact: F. R. Rose, Tel. 01-599 2989)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Europe

Finland 9-11 December 1974
British Knitting Export Council
(Contact: A. R. Bicknell, Tel. 01-734 6277/8)
(FPB contact: Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

1975

Africa

South Africa 25 January-8 February 1975
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9189)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

South Africa 8-23 February 1975
Federation of Sussex Industries
(Contact: Mrs. N. Potter, Tel. Brighton 26189)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

South Africa 21 February-14 March 1975
The City of Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 1.11.74)

South Africa 8-22 March 1975
British Electrical and Allied Manufactures Association
(Contact: R. Blagborough, Tel. 01-437 0678)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 8.11.74)

South Africa 5-26 April 1975
Scottish Council Development Industry
(Contact: D. Reid, Tel. 031-225 7911)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 4.12.74)

South Africa 20 April-11 May 1975
London Chamber of Commerce and Industry
(Contact: D. Gray: Tel. 01-248 4444)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 31.1.75)

South Africa 26 April-16 May 1975
Agricultural Engineering Association
(Contact: D. O'Neill, Tel. 01-828 7973)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 10.12.74)

Nigeria 3-17 May 1975
Glasgow Chamber of Commerce
(Contact: M. Neill, Tel. 041-204 2122)
(FPB contact: D. W. R. Pilkington, Ext. 7091)
(Cut off date: 18.1.75)

South Africa 17-31 May 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 17.2.75)

Nigeria 2-26 June 1975
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: D. W. R. Pilkington, Ext. 7091)
(Cut off date: 22.2.75)

South Africa 5-26 July 1975
Manchester Chamber of Commerce
(Contact: D. N. Arrondale, Tel. 061-832 5574)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 5.3.75)

South Africa 19 July-8 August 1975
Gauge and Tool Makers' Association
(Contact: A. R. Smith, Tel. 01-493 3451)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 19.3.75)

South Africa 2-20 August 1975
The Leicester Chamber of Commerce and Industry
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 30.4.75)

South Africa 6-27 September 1975
British Ceramic Plant and Machinery Manufacturers' Association
(Contact: C. J. Hench, Tel. Sunbury 83280)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 6.5.75)

South Africa 27 September-11 October 1975
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 27.5.75)

South Africa 18 October-7 November 1975
Slough and District Chamber of Commerce and Industry
(Contact: J. Peck, MBE, ERD, Tel. Slough 33633)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 18.6.75)

South Africa 1-15 November 1975
Dundee Chamber of Commerce
(Contact: C. W. Simms, CA, Tel. Dundee 22122)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 30.6.75)

South Africa 16 November-6 December 1975
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 13.6.75)

Americas, including the Caribbean

USA and Canada 5-19 January 1975
British Ceramic Manufacturers' Federation
(Contact: N.Nelson, Tel. Stoke-on-Trent 48631)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

USA 27 February-14 March 1975
Society of Motor Manufacturers and Traders
(Contact: K. Wallis, Tel. 01-253 7000)
(FPB contact: D. J. Webley, Ext. 7094)
Cut off date: 1.11.74)

Brazil 2-15 March 1975
North of England Development Council
(Contact: R. Hull, Tel. Newcastle upon Tyne 610026)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.11.74)

USA 23-30 March 1975
Birmingham Chamber of Commerce and Industry
(Contact: C. Harvey, Tel. 021-454 6171)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 16.12.74)

USA March 1975
The Software Houses Association
(Contact: A. Pickup, Tel. Guildford 70667)
(FPB contact: D. J. Webley, Ext. 7094)
(Cut off date: November 1974)

USA 4-25 April 1975
City of Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: 13.12.74)

USA 6-20 April 1975
British Electrical and Allied Manufacturers' Association
(Contact: B. S. Masters, Tel. 01-437 0678)
(FPB contact: J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.74)

Brazil 12-25 April 1975
Birmingham Engineering and Building Centre
(Contact: D. Perkins, Tel. 021-643 1914)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 31.12.74)

USA and Canada 5-23 May 1975
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. 0272 37081)
(FPB Contact: C. J. Wareing, Ext. 7242)
(Cut off date: 1.2.75)

Brazil 13-25 May 1975
Manchester Chamber of Commerce
(Contact: Mr. Butler, Tel. 061-832 5574)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 31.12.74)

Brazil 7-21 June 1975
Scottish Council
(Contact: D. S. Reid, Tel. 031-225 7911)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 28.2.75)

USA 22 June-2 July 1975
Birmingham Chamber of Commerce and Industry
(Contact: C. Harvey, Tel. 021-454 6171)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 22.3.75)

Brazil 22 June-5 July 1975
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 31.1.75)

Brazil 7-13 July 1975
Birmingham Chamber of Commerce
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 28.3.75)

Jamaica 12-19 July 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 10.4.75)

Brazil 1-14 September 1975
Engineering Industries Association
(Contact: Col. R. Scott, Tel. 01-863 9188)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.6.75)

Canada 14-24 September 1975
Birmingham Chamber of Commerce and Industry
(Contact: C. Harvey, Tel. 021-454 6171)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 9.6.75)

Brazil and Venezuela 22 September-5 October 1975
Export Association of Nottingham
(Contact: A. W. Palmer, Tel. Nottingham 293360)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 31.3.75)

USA and Canada 27 September-9 October 1975
Glasgow Chamber of Commerce
(Contact: N. Neil, Tel. 041-204 2121)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: 15.6.75)

USA (California) September 1975
Coventry Chamber of Commerce
(Contact: R. Millington, Tel. Coventry 51777)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: 1.6.75)

USA and Canada Autumn 1975
The Scottish Council
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 1.7.75)

Colombia, Venezuela 22 November-6 December 1975
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 30.6.75)

Asia

Japan and Hong Kong 12-30 January 1975
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: M. Burrows, Ext. 360)
(Cut off date: passed)

Hong Kong, Japan 12-28 January 1975
British Menswear Guild
(Contact: P. A. O. McGrath, Tel. 01-491 7546)
(FPB contact: M. A. Burrows, Ext. 360)
(Cut off date: passed)

Hong Kong, Japan January 12-28, 1975
British Knitting Export Group
(Contact: A. R. Bicknell, Tel. 01-734 6277)
(FPB contact: M. A. Burrows, Ext. 360)
(Cut off date: passed)

Singapore, Japan 19 January-8 February 1975
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: R. King, Ext.7317)
(Cut off date: passed)

Kuwait, Bahrain, Doha, Abu Dhabi and Dubai 24 January-8 February 1975
South Wales Exporters' Club
(Contact: H. C. Blanch, Tel. Caerphilly 5701)
(FPB contact: M. L. Sellek, Ext. 7314)
(Cut off date: passed)

Thailand, Malaysia, Singapore and Indonesia January 1975
British Food Export Council
(Contact: Major-Gen. I. S. Harrison, Tel. 01-480 6594/5)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: passed)

Japan 2-15 February 1975
(including Sample Show at British Export Marketing Centre, Tokyo 4-6 February 1975)
Clothing Export Council
(Contact: J. Clifford, Tel. 01-734 9774)
(FPB contact: M. A. Burrows, Ext. 360)
(Cut off date: passed)

Japan, Hong Kong 8-28 February 1975
Dundee Chamber of Commerce
(Contact: C. W. Simms, Tel. Dundee 22122)
(FPB contact: M. A. Burrows, Ext. 360)
(Cut off date: passed)

Iran, Jordan, Lebanon, Syria 21 February-6 March 1975
Birmingham Chamber of Commerce
(Contact: T. L. Edgar, Tel. 021-454 6171)
(FPB contact: M. L. Sellek, Ext. 7314)
(Cut off date: 31.10.74)

Lower Gulf 28 February-20 March 1975
Dundee Chamber of Commerce
(Contact: Mrs. E. Dryden, Tel. Dundee 22122)
(FPB Contact: M. L. Sellek, Ext. 7314)
(Cut off date: 31.12.74)

Japan 3-15 March 1975
Leeds Chamber of Commerce
(Contact: C. Wilson, Tel. Leeds 30491)
(FPB contact: M. A. Burrows, Ext. 360)
(Cut off date: passed)

Hong Kong, Japan 6-21 March 1975
British Furniture Manufacturers' Export Club
(Contact: J. Diab, Tel. 01-580 6300)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 11.11.74)

Pakistan, India 8-27 March 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: 1.11.74)

Japan 17-28 March 1975
British Toy Manufacturers' Association
(including Sample Show at British Export Marketing Centre, Tokyo 18-20 March 1975)
(Contact: J. Glanfield, Tel. 01-242 9158)
(FPB contact: M. Burrows, Ext. 360)
(Cut off date: 31.10.74)

Hong Kong 22-29 March 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: 21.12.74)

Japan 24 March-4 April 1975
Export Council for the Jewellery and Giftware Industries
(Contact: R. O. Hooker, Tel. 01-493 7628)
(FPB contact: M. A. Burrows, Ext. 360)
(Cut off date: 29.11.74)

Japan 29 March-16 April 1975
The Ship and Boat Builders' National Federation
(Contact: D. Hough, Tel. 01-405 7481)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 22.11.74)

Japan 31 March-12 April 1975
The Merchant Converters' Association
(Contact: O. Makower, Tel. 01-580 3542)
(FPB contact: M. A. Burrows, Ext. 360)
(Cut off date: 29.11.74)

Indonesia, Singapore, Malaysia, Thailand 6-26 April 1975
Export Association of Nottingham
(Contact: A. W. Palmer, Tel. Nottingham 76123)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: 4.1.75)

Japan 10-24 April 1975
Society of Motor Manufacturers and Traders
(Contact: B. B. Whitelaw, Tel. 01-235 7090
(FPB contact: R. King, Ext. 7317)
(Cut off date: 16.12.74)

Hong Kong, Japan 12-28 May 1975
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-480 6594)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 9.12.74)

Thailand, Singapore, Hong Kong 12-31 May 1975
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863-9188)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: 10.2.75)

Japan 2-14 June 1975
International Coil Winding Association
(Contact: J. C. McNeill, Tel. Bournemouth 38869)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 8.1.75)

Malaysia 20-27 September 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: 14.6.75)

South Korea 11-18 October 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 30.6.75)

Singapore and Malaysia 31 October-18 November 1975
Wolverhampton Chamber of Commerce and Industry
(Contact: C. J. Carder, Tel. Wolverhampton 26726)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: 1.7.75)

Bahrain, Oman, Saudia Arabia, Yemen 15 November-1 December 1975
Birmingham Chamber of Commerce
(Contact: T. Edgar, Tel. 021-454 6171)
(FPB contact: M. L. Sellek, Ext. 7314)
(Cut off date: 1.7.75)

Kuwait, Lebanon November 1975
Leicester Chamber of Commerce
(Contact: Mr. H. L. Milliard, Tel. Leicester 27171)
(FPB contact: M. L. Sellek, Ext. 7314)
(Cut off date: 1.7.75)

Hong Kong, Philippines November 1975
The Merseyside Chamber of Commerce and Industry
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: August 1975)

Australasia

Australia, New Zealand 9-28 February 1975
Luton, Dunstable and District Chamber of Commerce
(Contact: H. H. Gore, Tel. Luton 23456)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

New Zealand, Australia 9 February-15 March 1975
Manchester Chamber of Commerce and Industry
(Contact: D. M. Arrondale, Tel. 061-832 5574)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia, New Zealand 16 February-22 March 1975
The Irish Linen Guild
(Contact: Maurice Elson, Tel. 01-636 1794)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia, New Zealand
(Australia 23 February-8 March; New Zealand 9-15 March)
23 February-15 March 1975
North Staffordshire Chamber of Commerce and Industry
(Contact: J. Glover, Tel. 0782 44731)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.10.74)

Australia, New Zealand 3-27 March 1975
Northern Ireland Chamber of Commerce and Industry
(Contact: Miss B. E. Simonton, Tel. Belfast 34488)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia 3-27 March 1975
British Food Export Council
(Contact I. S. Harrison, Tel. 01-480 6594/5)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia 5-19 April 1975
Export Council for the Jewellery and Giftware Industries
(Contact: R. Hooker, Tel. 01-493 7628)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 1.12.74)

Australia 5-25 April 1975
Leicester and County Chamber of Commerce and Industry
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.12.74)

New Zealand, Australia 7-25 April 1975
The Scottish Council Development and Industry
(Contact: Miss Mary Bell, Tel. 031-225 7911)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.12.74)

Australia and New Zealand May 1975
The City of Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 15.1.75)

Australia May 1975
Clothing Export Council
(Contact: J. Clifford, Tel. 01-734 9744)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.12.74)

Australia, New Zealand, Hong Kong, Singapore May-June 1975
British Paper and Board Industries Federation
(Contact: J. F. Nason, Tel. 01-583 0686)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.1.75)

Australia, New Zealand, July 1975
Ship and Boat Builders' National Federation
(Contact: A. D. H. Hough, Tel. 01-405 7481)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.3.75)

New Zealand, Australia 8 September-3 October 1975
Bristol Chamber of Commerce, Industry and Shipping
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 14.5.75)

Australia, New Zealand September 1975
The Fine Art Trade Guild
(Contact: O. T. Gallaway, Tel. 01-734 4809)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.4.75)

Australia September 1975
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.4.75)

Australia 6-25 October 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.6.75)

Australia November 1975
Lighting Industry Federation Ltd.
(Contact: D. Pinder, Tel. 01-636 0766, Ext. 12)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.7.75)

1976

Africa

South Africa 7-28 February 1976
Merseyside Chamber of Commerce and Industry
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 1.11.75)

South Africa 21 February-14 March 1976
Luton and Dunstable District Chamber of Commerce
(Contact: H. H. Gore, Tel. Luton 23456/7)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 21.10.75)

South Africa 2-28 March 1976
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 2.12.75)

South Africa 4-25 April 1976
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-839 4181/2)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 6.1.76)

Inward missions

1974

Overseas Visitors Bureau contact for general enquiries relating to inward missions: Miss G. M. Stannard, tel. 01-248 5757, Ext. 463.

South Africa September/October 1974
Association of British Mining Equipment Exporters
(Contact: R. Buckley, Tel. 0742 21071)

Sweden September/October 1974
British Marine Equipment Council
(Contact: D. Davies, Tel. 01-247 7566)

Yugoslavia October 1974
British Hospitals Export Council
(Contact: J. Harris, Tel. 01-262 2641)

Czechoslovakia October 1974
Association of British Mining Equipment Exporters
(Contact: R. Buckley, Tel. 0742 21071)

Sweden, Norway, Finland, Denmark Netherlands, USA Dates to be agreed
Sponsor to be decided
Offshore Oil Supplies
(Contact: P. G. Moulson, Tel. 01-248 5757 Extn. 7033)

Hong Kong October 1974
British Textile Machinery Association
(Contact: R. E. France, Tel. 061-834 2991)

Algeria November 1974
Federation of Manufacturers of Construction Equipment
(Contact: J. Annetts, Tel. 01-353 3020)

Belgium November 1974
Committee on Invisible Exports
(Contact: J. Frost, Tel. 01-626 3641)

West Germany November 1974
British Knitwear Export Council
(Contact: J. E. Ashmore, Tel. 01-248 5757 Ext. 7196)

Sweden, Italy, West Germany, Australia, Iran, Egypt November 1974
Electronic Engineering Association
(Contact: R. Williams, Tel. 01-437 0678)

Indonesia November 1974
Committee on Invisible Exports
(Contact: J. Frost, Tel: 01-626 3641)

Nigeria Dates to be agreed 1974
BOTB/OVB
Iron & Steel Plant
(Contact: I. Tighe-Ford, Tel: 01-248 5757 Ext. 254)

Brazil Dates to be agreed 1974
British Friesian Cattle Society
(Contact: Miss M. P. Tipper, Tel: 87 74241)

Italy Dates to be agreed 1974
BOTB/OVB
Hospital Equipment
(Contact: J. Ashmore, Tel. 01-248 5757 Ext. 7196)

Nigeria Dates to be agreed 1974
Industrial Council for Educational Training & Technology
(Contact: Miss S. Down, Tel: 01-437 0678)

West Germany Dates to be agreed 1974
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Nigeria Dates to be agreed 1974
British Chemical Engineering Contractors Association
(Contact: P. G. Moulson, Tel: 01-248 5757 Ext. 7033 *or* Brig. J. B. Birkett Tel. 01-839 6514)

Switzerland January 1975
British Food Export Council
(Contact: P. C. Platten, Tel: 01-480 6594/5)

Belgium March 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Norway/Finland April 1975
British Food Export Council
(Contact: P. C. Platten, Tel: 01-480 6594/5)

Netherlands June 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Germany June 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

France September 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Thailand, Indonesia, Singapore, Malaysia, Hong Kong, Phillippines, Sept. 1975
Engineering Industries Association
(Contact: A. Fry, Tel: 0532 24444)

Italy October 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

New export promotion film

A recently completed film, 'Shows That Sell', is available on loan to exporters, trade associations, chambers of commerce, export clubs and any other export orientated organisation. This 16mm colour film, which runs for 20 minutes, illustrates the principal practical ways in which Fairs and Promotions Branch assists industry to win more exports. Application should be made to Publicity Unit, BOTB, 26 Old Bailey, EC4, or to any regional office of Department of Industry or offices for Scotland or Wales.

Sections 2—4

Trade fairs and exhibitions

Requests for information about trade fair costs and conditions should be made to the organisers or their United Kingdom agents. The Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London, EC4M 7HU will be pleased to answer general inquiries about events in Sections 2—4. The telephone number is 01-248 5757, extensions:

Belgium, Cyprus, Greece, Irish Republic, Israel, Luxembourg, Malta, Spain, Switzerland, Turkey	7110	**Middle East, North Africa, Afghanistan**	604
Bonn, Cologne, Dortmund, Dusseldorf, Essen and Hamburg, Netherlands (except Utrecht)	225	**China, East Germany, Poland, Yugoslavia**	689
Other towns in Western Germany, Austria, Netherlands (Utrecht only)	7180	**Bulgaria, Czechoslovakia, Hungary, Romania, USSR**	7121
Denmark, Finland, Iceland, Norway, Sweden	7220	**Africa (other than North), America (Central and South)**	505
France	567	**Asia, Australia, New Zealand**	7099
Italy, Portugal	7202	**Canada, Caribbean, United States**	7176
		United Kingdom	7109

No responsibility is taken for the standing of organisations or individuals mentioned in these lists nor dates etc. which may be subject to alteration.

* event held annually at approximately the time stated.
† event held in alternate years at approximately the time stated.

The events listed in Section 1 are NOT included in Sections 2 or 3.

Section 2

Trade fairs and exhibitions within Europe

General fairs

1974

BUCHAREST:
International Trade Fair. (Machines Tools, Electronic Components and Electrotechnics)—13-22 October 1974
Apply: Publicon, Romanian International Publicity Agency. Boulevard. N. Balcescu.

ZAGREB:
New Year's Fair—16-29 December 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W1 (Tel. 01-486 1951).

1975

HANOVER:
International Consumer Goods Fair (Interfachmesse)—14-18 March 1975
Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London E.C.2 (Tel. 01-628 7050).

LYON:
International Trade Fair—15-24 March
Apply: Exhibitions and Trade Fairs International Ltd., 943a Brighton Road, Purley, Surrey. (Tel. 01-668 2467).

UTRECHT:
International Spring Fair—March 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951

VIENNA:
International Trade Fair (Spring)—March 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London S.W.7 (Tel. 01-584 6938).

METZ:
International Spring Fair—5-13 April 1975
Apply: Mrs. M. C. Black, London Office of the Metz Fair, 6 Conduit Street, London WIR 9TG.(Tel. 01-493 5256).

MARSEILLES:
International Spring Fair—11-21 April 1975
Apply: Frank L. Crane, Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

LILLE:
International Trade Fair—11-21 April 1975
Apply: Weiget Leygonie & Co. Ltd., 31/32 King Street, London W.C.2 (Tel. 01-836 4825/9).

BRNO:
International Consumer Goods Fair—12-20 April 1975
* Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London N.W.1 (Tel. 01-935 8200 and 8235).

MILAN:
Inter: Samples Fair—14-25 April 1975
Apply: Segeteria Generale Fiera di Milano, Largo Domodossola 1 20145 Milano, Italy. (Telex. 37360 Fieramil).

ZAGREB:
International Consumer Goods Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W1 (Tel. 01-486 1951).

PARIS:
International Trade Fair (Foire de Paris)—26 April-11 May 1975
Apply: French Chamber of Commerce, 196 Sloane Street, S.W.1 (Tel. 01-235 2212).

GRAZ:
Spring Fair—3-11 May 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 5ER (Tel. 01-584 6938).

LUXEMBOURG:
International Trade Fair—17-25 May 1975
Apply: Luxembourg International Trade Fair, Limpertsberg, Luxembourg (Tel. 244.41 Telex. 259).

BUDAPEST:
International Spring Fair—21-29 May 1975
Apply: Hungarian Trade Office for Fairs and Publicity, Budapest, Varosliget XIV.

BORDEAUX:
International Trade Fair—24 May-2 June 1975
Apply: M. Moliner, Directeur Grand Parc, 33030 Bordeaux, Cedex (Tel. 50 93 15).

DUBLIN:
Spring Show and Industries Fair—May 1975
* Apply: R.D.S. Spring Show, Ballsbridge, Dublin. (Tel. 680645).

VALENCIA:
International Samples Fair—May 1975
* Apply: Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

BOLOGNA:
International Trade Fair—28 May-8 June 1975
Apply: E. A. Per le Fiere di Bologna, via Ciamician 4, 40127 Bologna.

PADUA:
International Samples Fair—May-June 1975
* Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London N.W.1 (Tel. 01-935 8200 and 8235).

PADUA:
International Fair—May-June 1975
* Apply: Fiera Internazionale di Padova, via N. Tommaseo 59, 35100 Padua.

BILBAO:
International Samples Fair—July 1975
* Apply: Feria de Muestras. Apartado 468. Bilbao.

MALTA:
International Trade Fair—July 1975
* Apply: The Malta Trade Fair Corporation, The Fair Grounds, Naxxar, Malta.

SALONIKA:
International Trade Fair—31 August-21 September 1975
* Apply: Foire Internationale de Thessaloniki, Salonika, Greece (Tel. 71 823).

MALMO:
Scania Trade Fair—August 1975
Apply: Stiftelsen Skanemassen, Stadiomgaten 25, Box 19015 S-200 73, Malmo 19 Sweden, (Tel. 040/800 30).

IZMIR:
International Trade Fair—August-September 1975
* Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London E.C.4 (Tel. 01-248 4444).

STRASBOURG:
International Trade Fair—4-15 September 1975
Apply: M. le President, 9 Rue Brulee, Strasbourg.

ZAGREB:
International Autumn Fair—5-14 September 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

GHENT:
International Fair—13-28 September 1975
Apply: Ghent International Fair, Floraliapaleis, B-9000, Ghent (Tel. 09/22.40.22).

UTRECHT:
International Autumn Trade Fair—September 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

DIEPPE:
Franco-British Trade Fair—6-14 September 1975
Apply: Federation of Sussex Industries, Seven Dials Corner, Brighton, Sussex.

VIENNA:
International Trade Fair (Autumn)—September 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London S.W.7 (Tel. 01-584 6938).

MARSEILLES:
International Autumn Fair—19-29 September 1975
Apply: Frank L. Crane Ltd. Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

METZ:
International Autumn Fair—29 September-6 October 1975
Apply: Mrs. M. Black, London Office of the Metz Fair, 6 Conduit Street, W1R 9TG (Tel. 01-493 5256).

BRNO:
International Engineering Fair—Spetember 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London N.W.1 (Tel. 01-935 8200/8235).

PLOVDIV: BULGARIA:
International Trade Fair—September 1975
Apply: Plovdiv Fair Administration, 50 Lenin Boulevard, Plovdiv.

GRAZ:
Autumn Fair—27 September-5 October 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 5ER (Tel. 01-584 6938).

ZAGREB:
New Year's Fair—16-29 December 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

1976

MARSEILLES:
International Spring Fair—March 1976
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

UTRECHT:
International Spring Trade Fair—March 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

GRAZ:
Spring Fair—30 April-9 May 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER. (Tel. 01-584 6938).

VIENNA:
International Trade Fair (Spring)—1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-548 6938).

SAARBRUCKEN:
International Saar Fair—April 1976
* Apply: International Saarmesse, 66 Saarbrücken Messegelände

LYON:
International Trade Fair—April 1976
Apply: Exhibitions and Trade Fairs, International Ltd., 943a Brighton Road, Purley, Surrey. (Tel. 01-668 2467).

BUDAPEST:
International Spring Fair—1976
Apply: Hungarian Trade Fairs Office and Publicity, Varosliget XIV.

DUBLIN:
Spring Show and Industries Fair—May 1976
* Apply: R.D.S. Spring Show, Ballsbridge, Dublin. (Tel. 680645).

VALENCIA:
International Samples Fair—May 1976
* Apply: Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476 Valencia, Spain.

BORDEAUX:
International Trade Fair—May 1976
Apply: Foire Internationale de Bordeaux, Parc des Expositions, 33 Bordeaux (Tel. 44 83 15).

LILLE:
International Trade Fair—May 1976
Apply: Weiget Leygonie & Co. Ltd., 31/32 Kings Street W.C.2 (Tel. 01-836 4825/9).

PARIS:
International Trade Fair (Foire de Paris)—May 1976
Apply: French Chamber of Commerce, 196 Sloane Street, S.W.1 (Tel. 01-235 2212).

MALTA:
International Trade Fair—July 1976
* Apply: The Malta Trade Fair Corporation, The Fair Grounds, Naxxar, Malta.

BILBAO:
International Samples Fair—July 1976
* Apply: Feria de Muestras, Apartado 468, Bilbao, Spain.

IZMIR:
International Trade Fair—August-September 1976
Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London E.C.4 (Tel. 01-248 4444).

BERLIN:
German Industries Exhibition—17-26 September 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

SALONIKA:
International Trade Fair—September 1976
* Apply: Foire Internationale de Thessaloniki, Salonika, Greece (Tel. 71 823).

STRASBOURG:
International Trade Fair—September 1976
Apply: M. le President, 9 Rue Brulee, Strasbourg.

MARSEILLES:
International Autumn Fair—September 1976
Apply: Frank L. Crane, Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

UTRECHT:
International Autumn Trade Fair.—September 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Autumn)—1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 5ER (Tel. 01-584 6938).

GRAZ:
Autumn Fair—2-10 October 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 5ER (Tel. 01-584 6938).

BUCHAREST:
International Trade Fair—October 1976
Apply: Publicom Romanian International Agency, Boulevard N. Balescu, Bucharest Romania.

METZ:
International Trade Fair (Expometz)—19?6
Apply: Mrs. C. Black, London Office of the Metz Fair, 6 Conduit Street, W1R 9TG (Tel. 01-493 5256).

METZ:
International Autumn Fair—1976
Apply: Mrs. C. Black, London Office of the Metz Fair, 6 Conduit Street, W1R 9TG (Tel. 01-493 5256).

Agriculture, forestry, fishing, and agricultural machinery

1975

BERLIN:
International Green Week—January-February 1975
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London, SW1X 7EE. (Tel. 01-235 9947).

LAUSANNE:
Agricultural Machinery Exhibition—13-18 February 1975
Apply: Schwiezerischer Landmaschinen-Verband, Bundesplatz 4, 3011 Berne.

PARIS:
Leisure Power Cultivation Show—2-9 March 1975
Apply: M. Grimaud, 95 rue St-Lazare, Paris (9c) (Tel. 874 97 24).

ZAGREB:
3rd International Furniture & Timber Industry Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZARAGOZA:
International Agricultural Machinery Fair (FIMA)—April 1975
* Apply: Director-General de la Feria. Palacio Ferial (Gran Via) Zaragoza.

DORTMUND:
International Poultry and Pig Exhibition—May 1975
Apply: Ausstellungsleitung Westfallenhalle GmbH, 6400, Dortmund Rheinlanddamm 200, Postfach 1130.

BUCHAREST:
International Agricultural Exhibition—May 1975
Apply: Publicom, Romanian International Publicity Agency, Boulevard N. Balcecu, Bucharest, Romania.

SANTAREM:
Ribatejo Agricultural Fair—June 1975
* Apply: Secretario Feria Macional de Agriculture Feria do Ribatejo.

HANOVER:
International Exhibition for Poultry and Pig Production—26-29 June 1975
* Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. 01-628 7050).

LENINGRAD:
Exhibition of modern machinery and Equipment for catching and Processing fish and Sea products (Inrybprom)—6-20 August 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions 1-a Sokolnicheski, Val, Moscow.

MOSCOW:
Exhibition of Plant Protection—20-29 August 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibition, 1-a Sokolnicheski, Val, Moscow.

BUDAPEST:
International Agricultural Exhibition—29 August-14 September 1975
Apply: Hungarian Trade Office for Fairs and Publicity, Varosliget, Budapest XIV.

CREMONA:
Agricultural Fair—September 1975
* Apply: Ente Autonomo Manifestazioni Fieristiche di Cremona, Via Solferino 33, 26100 Cremona.

MOSCOW:
Livestock Exhibition—September/October 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski, Val, Moscow.

ST. GALLEN:
Agricultural and Dairy Show (OLMA)—October 1975
* Apply: Swiss Embassy, 77/81 Gloucester Place, London, W.1 (Tel. 01-723 0701).

HANOVER:
International Timber Trades Fair—9-15 October 1975
Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2A 1BN (Tel. 01-628 7050).

GHENT:
International Exhibition for Horticultural Technology—November 1975
Apply: International Exhibition for Horticultural Technology, Lange Kruisstraat, 7, B-9000 Gent (Tel. 09/25.13.88).

1976

BERLIN:
International Green Week—January-February 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London. SW1X 7EE. (Tel. 01-235 9947).

ZARAGOZA:
International Agricultural Machinery Fair (FIMA)—April, 1976
* Apply: Director-General de la Feria Palacio Ferial, (Gran Via), Zaragoza.

MUNICH:
International Agricultural Exhibition—DLG)—21-27 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ST. GALLEN:
Agricultural and Dairy Show. (OLMA)—October 1976
* Apply: Swiss Embassy, 77/81 Gloucester Place, London, W.1 (Tel. 01-723 0701).

1977

STUTTGART:
87th Agricultural Show—September/October 1977
Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Aircraft and aeronautical equipment

1975

TOULOUSE:
Aeronautical and Space Exhibition—June 1975
Apply: M.Mar-Degan Commissaire General, 11 Boulevard des Recollets 31070, Toulouse (Tel. 52 78 40).

1976

GENEVA:
International Airport Construction and Equipment Exhibition—June 1976
Apply International Airport Exhibitions, 66-72 Victoria Street, St. Albans, Herts. (Tel. 56 63213).

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Books and Periodicals

1975

NICE:
International Book Festival—3-8 May 1975
Apply: General Commissariat and Administrative Services, 4 Boulevard Carabcel, 06 Nice.

1976

NICE:
International Book Exhibition—May 1976
Apply: General Commissariat and Administrative Services, 4 Boulevard Carabcel 06 Nice.

Building, public works and construction equipment

1975

STOCKHOLM:
Building and Rebuilding Exhibition: International "Do-It-Yourself" Exhibition—April 1975
Apply: G. P. Claringbold, Overseas Trade Show Agencies Ltd., 113/123 Upper Richmond Road., London, SW15 2TL (Tel. 01-789 0901).

OPORTO:
3rd International Building Materials Exhibition—11-20 April 1975
Apply: Associacao Industrial Portuense, Rua Mouzinho da Silveira, 228 Oporto, Portugal.

INNSBRUCK:
International Building Trade Fair (I-BAU)—7-11 May 1975
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 5ER (Tel. 01-584 6938).

COLOGNE:
Meeting of the Central Association for the German roofers Trade with a special "Roof and Wall" display—8-11 May 1975
Apply: H. E. Melson, Lufthansa House, 10 Old Bond Street, London, W1X 4EN (Tel. 01-409 1436).

FRANKFURT:
Prefabricated and System Construction (Fertigbau 75) Exhibition—24 May-1 June 1975
Apply: L.E.P. Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. 01-236 5050).

MUNICH:
International Sewage and Refuse Engineering Exhibition (IFAT)—6-12 June 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

BRUSSELS:
International Municipal Equipment Exhibition—8-12 June 1975
Apply: Brussels International Trade Fair, Palais du Centenaire, B-1020 Brussels. Tel. 02/78.48.60 Telex. 23.643).

ZILINA: CZECHOSLOVAKIA:
4th International Symposium and Exhibition of Mini-Mechanisation in Construction (Sympomech)—28 June-4 July 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235)

MOSCOW:
2nd International Exhibition of Building and Roadmaking Machinery and Equipment for Mechanisation of Construction and Erection—August-October 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

1976

PARIS:
International Building and Public Works Materials and Equipment Exhibition (Expomat)—May 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Chemicals and allied industries, including plastics

1974

GOTHENBURG:
"Scancorr '74" 4th International Corrosion and Surface Protection Fair—6-10 November 1974
Apply: Svenska Massan Skanegatan 26, S-412 51, Goteborg, Sweden (Tel. (031) 20 0000).

SARAJEVO:
Plastic Products Fair—8-15 November 1974
Apply: Director General, Ljobo Kojo Skenderija Ulcia M, Sokolovica bb 71000, Sarajevo.

OSLO:
Chemical Engineering '74: 5th Exhibition for Chemical Engineering and Laboratory equipment—20-26 November 1974
Apply: The Norwegian Trade Fair—PO Box 130 Skøyen Oslo 2.

1975

ZAGREB:
7th International Plastics Fair "Plastex"—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

1977

BRUSSELS:
International Plastics Exhibition (Europlastica)—1977
Apply: Europlastica, Palais du Centenaire B-1020, Brussels (Tel. 02/78.48.60 Telex 23.643).

Clothing

1974

DUSSELDORF:
International Fashion Trade Fair Igedo—27-31 October 1974
Apply: J. Naylor, 10 Old Bond Street, London, W1X 4EN (Tel. 01-409 0956)

VIENNA:
Ladies' Fashion Show—October 1974
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

AMSTERDAM:
International Ladies Readymade Garments Trade Fair (Intercontex)—3-5 November 1974
Apply: R. A. Gebouw, N.V. Europaplien, Amsterdam.

1975

TURIN:
International Fashion Trade Fair (Samia)—February 1975
* Apply: Mrs. R. Stewart, 2 Woodlands Roundwood Road, Baildon, Yorks. (Tel. 0274 56851).

MILAN:
Fur Fair (Comis Pel)—20-24 March 1975
* Apply: Comis Piazzale Cadorna 15-20123, Milan.

PARIS:
International Fur Trade Exhibition —5-10 April 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

BERLIN:
Fashion Week (Including Interchic)—6-9 April 1975
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London, SW1X 7EE. (Tel. 01-235 9947).

VIENNA:
Ladies Fashion Show—April 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1975
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

COPENHAGEN:
9th Scandinavian Menswear Fair—24-26 August 1975
Apply: Erhvervenes Udstillingsselskab, Bella-Centret A/S Hvidkildevej 64, 2400 Copenhagen, N.V. (Tel. (01) 340111).

BRUSSELS:
International Baby Show—September 1975
Apply: Brussels International Trade Fair, Palais du Centenaire, B-1020 Brussels. Tel. 02/78.48.60 Telex. 23.643

BRUSSELS:
International Clothing Exhibition (Vestirama)—September 1975
* Apply: Textirama. Martelaarslaan 15. B9000 Gent.

TURIN:
International Fashion Trade Fair (Samia)—September 1975
* Apply: Mrs. R. Stewart, 2 Woodlands, Roundwood Road, Baildon, Yorks. (Tel. 0274 56851).

PARIS:
Children's Fashion Show (Salon de la Enfantine)—27-30 September 1975
Apply: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5.)

CANNES:
International Festival of Ready to Wear Clothing—9-13 October, 1975
Apply: Societte CHARM, SA Les Residences, Du Grand Hotel 45 La Croisette, 06 Cannes (Tel: 38 78 24).

BERLIN:
Fashion Week (including Interchic)—12-15 October 1975
* Apply: The German Chamber of Industry and Commerce 11 Grosvenor Crescent, London, SW1X 7EE

VIENNA:
Ladies Fashion Show—October 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London S.W.7 (Tel. 01-584 6938).

WIESBADEN:
International Millinery Trade Fair (Interhut)—November 1975
*Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

1976

PARIS:
Children's Fashion Show (Salon de la Mode Enfantine)—February 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Fur Exhibition—March 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

BERLIN:
Fashion Week (including Interchic)—4-7 April 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London, SW1X 7EE.

VIENNA:
Ladies' Fashion Show—April 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1976
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

PARIS:
Children's Fashion Show (Salon de la Mode Enfantine)—September 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

BERLIN:
Fashion Week (Including Interchic)—10-13 October 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London, SW1X 7EE. (Tel. 01-235 9947).

VIENNA:
Ladies' Fashion Show—October 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

WIESBADEN:
Internationale Millinery Trade Fair (Interhut)—November 1976
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

Display and shop equipment

1974

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (TU-EX '74)—18-23 November 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel: 01-486 1951)

1975

BRNO:
Display Art Exhibition 'Arbien'—26 October-2 November, 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200/8235).

ZAGREB:
7th International Exhibition of Tourism and Catering and Shop Equipment 'TU-EX'—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel: 01-486 1951).

PARIS:
International Retail Trades Equipment Show 'EQUIP MAG'—17-24 November 1975
Apply: French Trade Exhibition, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Engineering, electrical and electronic, including radio and television

1974

UTRECHT:
Electricity Production and Distribution Exhibition (Electrotechniek)—24-31 October 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

BUDAPEST:
International Electronic Industry Exhibition 'Mipel'—30 October-5 November 1974
Apply: Hungarian Trade Office for Fairs and Publicity, Budapest, Varosliget XIV.

BUCHAREST:
International Exhibition of Cables and Electric Conductors—19-22 November 1974
Apply: Publicom Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

OSLO:
Automation and Electronics Fair Automatica '74—20-26 November 1974
Apply: The Norwegian Trade Fair, P.O. Box 130, Skøyen, Oslo 2.

MUNICH
International Trade Fair and Production in the Electronic Industry (Electronica)—21-27 November 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
Induselec (Industrial Electricity Trade Fair)—24-27 November 1974
Apply: R. Wilson Esq., Norman F. Keenan and Associates Crown House, Morden, Surrey. (Tel. 540 1101).

1975

MOSCOW:
Exhibition of Equipment for Aluminium production and Fabrication (Alumni '75)
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions 1-a Sokolnicheski, Val, Moscow.

COPENHAGEN:
Scandinavian Lighting Exhibition (Luxpo '75)—18-22 January 1975
Apply: Erhvervenes, Udstillingsselskab Bella-Centret A/S Hvidkildevej 64, 2400 Copenhasen N.V. (Tel. (01) 340111).

PARIS:
International Festival of Sound—10-16 February, 1975
Apply: S.D.S.A., 14 Rue de Presles, 75015 Paris (Tel. 273 2470).

MOSCOW:
Exhibition and Instruments for Television and Cinematography—18-27 February 1975
Apply: The USSR Chamber of Commerce Department of International and Foreign Exhibitions, 1-a Sokolnicheski,Val, Moscow.

ANTWERP
International Exhibition of High Fidelity (Audiant '75)—February 1975
* Apply: P. Van Deuren, Heidelaan 3. B-2458 Lint, Belgium.

WIESBADEN:
Semi-Conductor International Annual Exhibition and Conference On Production Technology—4-6 March 1975
Apply: Kiver Communications Ltd., 149/155 Ewell Road, Surbiton, Surrey (Tel. 01-399 4995).

PARIS:
International Audio Visual Exhibition—2-8 April 1975
Apply: M. Boissinot, Societe pour la Diffusion des Sciences et des Atrrs (S.D.S.A.), 14 rue de Presles, 75015 Paris.

PARIS:
International Semiconductor Exhibition—8-10 April 1975
Apply: R. M. Avis, Kiver Communications Ltd., 149/155 Ewell Road, Surbiton, Surrey. (Tel. 01-390 0281).

MOSCOW:
Communications Equipment Systems—May-June 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski, Val, Moscow

MUNICH:
Electro-Optics Exhibition (Laser 1975)—24-27 June 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, W.1 (Tel. 01-486 1991).

MILAN:
International Fair of Music and High Fidelity—September 1975
* Apply: Segreteria Generale, Via Vitruvio 38, 20124 Milan.

COPENHAGEN:
Radio-TV '75 (50th Anniversary Exhibition)—5-14 September 1975
Apply: Erhvervenes Udstillingsselskab Bella Centret A/S Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

CANNES:
Market for Videocassette Programmes and Equipment (Vidcom—September 1975
Apply: R. Buckle, 25 Berkeley House, Hay Hill, London, W1X 8JB (Tel. 01-493 5563).

GENEVA:
International Telecommunications and Space Exhibition—2-8 October 1975
Apply: Secretariat, 18 Quai de L'ecole de Medecine, 1211 Geneva 4. (Tel. (022) 26 42 20.)

BRNO:
International Film and Television Fair (Filmforum)—October 26-November 3 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 935-8200 and 8235).

BRUSSELS:
International Electricity Fair (Interelectronic)—November 1975
Apply: FAIR, Avenue Moliere 74, 1180 Brussels.

STUTTGART:
International Electronics Packaging Convention and Exhibition (Internepcon)—11-13 November 1975
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street., London. E.C.4 (Tel. 01-236 0911).

1976

MUNICH:
International Trade Fair for Production in the Electronic Industry (Electronica)—1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

FRANKFURT:
International Dairy Engineering Exhibition—12-16 October 1976
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4P 4AD. (Tel. 01-236 5050).

Engineering, other

1974

STUTTGART:
Fameta '74—2nd Trade Exhibition of Metal Working Machinery—16-21 October 1974
Apply: C.E.S. (Overseas) Ltd. Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

ZURICH:
International Hydraulics and Pneumatics Exhibition—28 October-2 November 1974
* Apply: Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. 01-540 3897).

BUCHAREST:
International Specialised Exhibition of Pumps—11-15 November 1974
Apply: Publicom Romanian International Agency, Boulevard N. Balescu Bucharest, Romania

TORONTO:
Canadian Computer Show—12-14 November 1974
Apply: Mr. B. A. Tibb, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto Ontario, M5W 1A7

COPENHAGEN:
International Fair for Tools and Machine Tools (Intertool)—19-24 November, 1974
Apply: Erhvervenes Udstillingsselkab Bella-Centret A/S Hvidkildevej 64, 2400 Copenhagen N.V.

1975

MILAN:
14th Exhibition and Congress for Heating, Ventilating, Refrigeration and Sanitary Engineering (Mostra Convegno)—1-7 March 1975
Apply: Management of Exhibition and Meeting, Via F. Ill Bressan 2. 20126 Milano. Italy. T(el. 2579841).

MOSCOW:
Exhibition of Pumps and Compressors—1-10 April 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions 1-a Sokolnicheski Val, Moscow;

PARIS:
International Surface Treatment and Industrial Finishing Exhibition—12-17 May, 1975
Apply: French Trade Exhibition, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

GENOA:
4th International Exhibition on Welding and Welded Constructions—31 May-8 June 1975
Apply: Segreteria Generale, Fiera Internazionale di, 16129 Genoa, Italy.

DONETSK USSR:
Exhibition of Mining Equipment—28 August-7 September 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

BRNO:
International Engineering Fair—10-18 September 1975
* Apply: Fairs and Exhibitions Limited, 21 Park Square East, Regents Park, London, N.W.1 (Tel: 01-935 8200 and 8235).

PARIS:
Marine Transportation and Storage Exhibition and Conference (Gastech)—7-10 October 1975
Apply: Europort Exhibitions Ltd., 6/7 New Bridge Street, London, EC4V 6AQ (Tel. 01-353 0054).

PADUA:
International Exhibition of Mechanical Handling, Storage and Distribution (Tramag)—October 1975
* Apply: Fiera Internazionable di Padova, Via N. Tommaseo 59, 35100 Padua.

ZAGREB:
3rd International Biennial Fair of Machine Tools (BIAM)—27 October- 1 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRNO:
International Welding Engineering Exhibition—23-30 November 1975
* Apply: Fairs and Exhibitions Limited, 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

1976

PARIS:
French Machine Tool and Mechanical Factory Equipment Exhibition—April 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Woodworking Machinery Exhibition (Expobois)—April 1976
Apply: Pierre Maret, Secretaire General du Comite des Expositions de Paris, 7 Rue Copernic, 75016 Paris (Tel. 553 86 30).

BRNO:
International Foundry Exhibition (Fond-Ex)—21-25 June 1976
Apply: Fairs and Exhibitions, 21 Park Square East, Regents Park, London, N.W.1 (Tel. 935-8200 and 8235).

BRNO:
International Engineering Fair—15-23 September 1976
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London N.W.1 (Tel. 01-935 8200 and 2835).

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Foodstuffs, food machinery, hotel and catering equipment

1974

LISBON:
International Exhibition of Hotel and Catering Equipment (Filhotel)—11-17 November 1974.
Apply: Feira Internacional de Lisboa, Praca das Industrias, Lisboa 3.

DUSSELDORF:
International Hotel and Restaurant Trade Fair—16-21 November 1974
Apply: John Naylor, 10 Old Bond Street, London, W1X 4EN (Tel. 01-409 0956)

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (TU-EX '74)—18-23 November 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1975

BRUSSELS:
Horesca (International Hotel and Restaurant Equipment Exhibition)—12-16 January 1975
Apply: R. Wilson, Esq., Norman F. Keenan & Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

BRUSSELS:
Food Business—Biscochoc (International Food Industry Trade Fair)—12-16 January 1975
Apply: R. Wilson, Esq., Norman F. Keenan & Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

COPENHAGEN:
International Hotel, Catering and Institutional Equipment Exhibition—16-19 January 1975
Apply: Erhvervenes Udstillingsselskab, Bella-Centret A/S, Hvikdildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

BRUSSELS:
European Bakery Exhibition (Euroba '75)—February 1975
Apply: Brussels International Fair, Palais du Centenaire, Brussels 2.

BRNO:
International Food Saloon (Salima)—25 February-2 March 1975
* Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

PARIS:
International Exhibition of Confectionery, Chocolates and Biscuits—5-9 April 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

ZAGREB:
15th International Food Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRNO:
Sixth International Consumer Goods Fair—April 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8300 and 8235).

BUCHAREST:
International Consumer Goods Fair (Tibco)—11-18 May 1975
Apply: Publicom Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

LENINGRAD:
2nd International Exhibition—Modern Machinery and Equipment for Catching and Processing Fish and Sea Products (Inrybprom)—6-20 August 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

BUDAPEST:
68th Agricultural Food Industry Exhibition and Fair—29 August-14 September 1975
Apply: Hungarian Trade Office for Fairs and Publicity, Budapest, Varosliget XIV.

STUTTGART:
International Viticulture Exhibition (Intervitis)—4-10 September 1975
Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria St., London, E.C.4 (Tel. 01-236 0911).

DUBLIN:
Irish International Food and Drink Fair and Shop Equipment Show—September 1975
Apply: RGDATA, RGDATA House, 24 Earlsfort Terrace, Dublin 2.

PARIS:
International Hotel and Catering Equipment Exhibition (Equip-Hotel)—12-20 October 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

BUDAPEST:
International Autumn Fair (Specialist for Consumer Goods)—15-23 October 1975
Apply: Hungarian Trade Office for Fairs and Publicity, Budapest, Varosliget XIV.

BRNO:
International Catering Exhibition (Inteco)—26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

BRUSSELS:
Food and Home Exhibition—October 1975
Apply: SIMPA, Boulevard du Jardine Botanique, 29-31, B1000 Brussels.

ZAGREB:
7th International Exhibition of Tourism, and Catering and shop equipment (TU-EX)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
(Igafa) International Exhibition of Hotel and Catering Trades—28 November-3 December 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

UTRECHT:
Zoetwaren Beurs (Confectionery Fair)—1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

UTRECHT:
International Food Fair (ROKA)—1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Chocolate Biscuit and Confectionery Exhibition—January 1976
* Apply: M. J. Deschoenmacker, Sogestor SPRL, rue Duquesnoy 14, B1000 Brussels.

STUTTGART:
International Trade Fair for the Hotel Catering and Bakery Trades (Intergastra)—1-8 April 1976
Apply: GES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

BRNO:
International Consumer Goods Fair—3-11 April 1976
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc)—April 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Hotel and Catering Equipment Exhibition (Equip 'Hotel)—October 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Footwear

1975

ZAGREB:
24th International Leather and Footwear Week—24 February-1 March 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

STOCKHOLM:
Swedish Shoe Fair—March 1975
Apply: G. P. Claringbold, Overseas Trade Show Agencies Ltd., 113/123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

PARIS:
French Footwear Exhibition (Expo-Printemps)—5-7 April 1975
Apply: F.N.I.C.F., 2 Rue Edouard-VII, 75009 Paris (Tel. 073-21 10).

BASLE:
International Shoe Materials and Machinery Exhibition—10-14 June 1975
Apply: Mack Brooks Exhibition Ltd., 62/64 Victoria Street, St. Albans, Herts. All 3XT (Tel. St Albans 63213).

MILAN:
International Shoe and Leather Show (Micam)—August-September 1975
Apply: Via Correggio 3, 20149 Milan (Tel. 469 7144).

STOCKHOLM:
Swedish Shoe Fair—September 1975
Apply: G. P. Claringbold, Overseas Trade Show Agencies Ltd., 113/123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

Furniture, furnishings, household equipment and hardware

1974

GENEVA:
Ideal Home Exhibition (Arts Menagers)—October/November 1974
* Apply: Secretariat Salon des Art Menagers, 18 Quai de L'Ecole de Medicine, 1211 Geneva 4.

BELGRADE:
12th International Fair of Furniture, Equipment and Interior Decoration—18-24 November 1974
* Apply: Belgrade International Trade Fair, 11000 Belgrade Bulevar, Vojvode Misica 14, P.O. Box 408.

1975

COLOGNE:
German Furniture Fair—22-26 January 1975
Apply: H. E. Melsom, Lufthansa House, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 1436).

PARIS:
International Art of Homemaking Exhibition (Arts Menagers)—22-25 February 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

STOCKHOLM:
Furniture and Domestic Textiles Fair—February 1975
Apply: G. P. Claringbold, Overseas Trade Show Agencies Ltd., 113/123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

BRUSSELS:
Homelectric (Electro-Domestic Equipment Exhibition)—17-20 March 1975
Apply: R. Wilson, Esq., Norman F. Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

AMSTERDAM:
International Household Fair—4-13 April 1975
Apply- RAI Gebouw, Europaplien, Amsterdam.

COPENHAGEN:
Ironmongery and Hardware Fair (Scan Fair '75) —6-8 April 1975
Apply: Erhvervenes Udstillingsselskab, Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

ZAGREB:
3rd International Furniture and Timber Industry Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Household Comfort Fair—April-May 1975
* Apply: Foire Internacionale De Bruxelles, Palais du Centenaire, B.1020 Brussels.

COPENHAGEN:
Home Textiles Fair (Texpo '75)—September 1975
Apply: Erhvervenes Udstillingsselskab, Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

BRUSSELS:
International Hardware Trade Fair.—6-9 October 1975
Apply: R. Wilson, Esq., Norman F. Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

PARIS:
International Hardware Fair—1975
Apply: Exhibitions and Trade Fairs (Overseas) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467/8).

COPENHAGEN:
International Exhibition of Equipment and Machinery for the Furniture Industry (In-Tek '75)—November 1975
Apply: Erhvervenes Udstillingsselskab, Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen, N.V. (Tel. (01) 340111

1976

PARIS:
Materials and Items to be Used for the Manufacture of Furniture, Chairs and Bedding (Approfal)—May 1976
Apply: Commissariat General, Comite des Expositions, 7 Rue Copernic, 75782 Paris Cedex 16 (Tel. 553 86 30).

PARIS:
International Hardware Exhibition—September 1976
Apply: Societe Sepaic, 42 Rue du Louvre, 75001 Paris.

LYON:
International Furniture and Furnishing Accessories Exhibition (Meuropam and Promeuropam)—October 1976
Apply: Exhibition and Trade Fairs (Overseas) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467/8).

Handicrafts

1974

PARIS:
Do-It-Yourself Exhibition—31 October-11 November 1974
Apply: M. Guy Devos, Salon du Bricolage, 42 rue du Louvre, 75001 Paris.

BRUSSELS:
Do-It-Yourself and Spare Time Activities Fair (Hobby '74)—7-15 December 1974
Apply: R. Wilson, Esq., Norman F. Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

1975

MILAN:
International Household Goods and Hardware Exhibition (Macef)—8-12 February 1975
Apply: Macef, General Secretariat, Via Solferino 25, Milan.

MUNICH:
International Light Industries and Handicrafts Fair (IHM)—15-23 March 1975
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
17th International Crafts Fair—21-27 April 1975
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

FLORENCE:
International Handicraft Fair—April-May 1975
• Apply: Mostra Mercalo Nazionale, Del Artigianto, Piazza Dellia Liberta 1, Florence.

MALMÖ:
Handicraft Exhibition—17 May-15 June 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

HERNING—DENMARK:
Handicrafts and Industrial Fair (HI '75)—2-9 September 1975
Apply: A/S Herning Hallen, 7400 Herning (Tel. (07) 126000).

BRNO:
Display Art Exhibition (Arbien)—26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

PARIS:
Do-It-Yourself (Bricolage)—30 October-11 November 1975
Apply: M. Devos, 42 Rue du Louvre, 75001 Paris (Tel. 231 40 31).

1976

MUNICH:
International Light Industries and Handicrafts Fair—Spring 1976
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

MUNICH:
International Light Industries and Handicrafts Fair—Spring 1977
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Heating and ventilating

1975

MILAN:
Exhibition and Congress for Heating, Ventilating, Refrigeration and Sanitary Engineering (Mostra Convegno)—March 1975
• Apply: Mostra Convegno, Via Fratelli Pressan 2, 20126 Milan.

ZAGREB:
3rd International Exhibition of Heating, Cooling and Air-Conditioning (Interlima)—19-24 May 1975
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

ZURICH:
International Heating, Air-Conditioning and Sanitation Exhibition—January-February 1976
Apply: Zuspa International Trade Fair, Thurgauerstr 7, 8050 Zurich.

STUTTGART:
International Trade Fair for Oil Firing and Gas Firing Heating, Air-Conditioning and Environmental Protection (Intherm)—16-20 March 1976
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Street, London, E.C.4 (Tel. 01-236 0911).

Horticulture and horticultural equipment

1975

BRUSSELS:
International Garden Show—February 1975
• Apply: Sogestor SPRL, Rue Duguesnoy 14, B1000 Brussels.

STUTTGART:
Amateur Gardeners Exhibition (Dein Garten)—19-23 March 1975
† Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

FRANKFURT:
World Orchid Congress—10-17 April 1975
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4P 4AD (Tel. 01-236 5050).

MANNHEIM:
Federal Garden Show—18 April-19 October 1975
Apply: Bundesgartenschau Mannheim GmbH, 68 Mannheim, 1 Gottlieb Daimler Strasse 14.

Hospital, medical, surgical and dental equipment

1974

PARIS:
International Dental Congress—13-18 November 1974
Apply: Secretariat General, 22 Avenue de Villiers, Paris 75017.

STOCKHOLM:
Medical Sciences Conference and Exhibition—27 November-1 December 1974
Apply: G. P. Clarinsbold, Overseas Trade Show Agencies Ltd., 113-123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

1975

COPENHAGEN:
Scandinavian Dental Fair—3-5 January 1975
Apply: Erhvervenes Udstillingsselskab Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

OYONNAX:
Optical Equipment Exhibition (Silmo)—15-19 May 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

STUTTGART:
Medical Technology Exhibition (Medizin-Technik '75)—21-24 May 1975
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

WIESBADEN:
International Optical Fair (Optica '75)—May 1975
Apply: Heckmann Ausstellungen KG, 62 Wiesbaden, Kapellenstrasse 47 (Tel. (06121) 52 40 71-73).

ZAGREB:
2nd International Fair of Laboratory Equipment (Interlabor)—16-22 June 1975
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—April 1976
Apply: Arbeitsgemeinschaft fur Fachmessen, Sekretariat, Hofackerstrasse 36, 8032 Zurich.

BRUSSELS:
International Optical Fair (Incof)—May 1976
Apply: R. Wilson, Esq., Norman F. Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

PARIS:
International Dental Congress and Exhibition—November 1976
Apply: Jacques Charon, Secretariat General, 22 Avenue de Villiers, 75017 Paris (Tel. 924 85 32).

Jewellery and giftware

1975

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—12-20 January 1975
Apply: M. Bernhardt, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—15-20 January 1975
Apply: M. Blin-Mme. Beax, 45 Rue des Petites-Ecuries, 75010 Paris (Tel. 770 81 15).

MILAN:
International Fancy Goods, Stationery and Giftwear Exhibition (Chi-Bi-Car)—February 1975
Apply: E.A. Fiera Milano, Campionania Internazionale, 20145 Milano, Largo Domodossola 1.

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment—26-29 March 1975
Apply: Munich Messe und Ausstellungsgesellschaft mbH, D-8000 Munchen 12, Messegelande, P.O. Box 12 10 09 (Tel. (089) 76 71-1).

COPENHAGEN:
Scandinvian Gold and Silver Fair '75—19-22 April 1975
Apply: Erhvervenes Udstillingsselskab Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—3-8 September 1975
Apply: M. Blin-Mme. Beax, 45 Rue des Petites-Ecuries, 75010 Paris (Tel. 770 81 15).

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PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—7-15 September 1975
Apply: M. Bernhardt, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

1976

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—January 1976
Apply: M. Blin-Mme. Beax, 45 Rue des Petites-Ecuries, 75010 Paris (Tel. 770 81 15).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—January 1976
Apply: M. Bernhardt, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment—March 1976
Apply: Munich Messe und Ausstellungsgesellschaft mbH, D-8000 Munchen 12, Messegelande, P.O. Box 12 10 09 (Tel. (089) 76 71-1).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—September 1976
Apply: M. Bernhardt, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—September 1976
Apply: M. Blin-Mme. Beax, 45 Rue des Petites-Ecuries, 75010 Paris (Tel. 770 81 15).

Leather, leather goods and fur

1974

PIRMASENS:
Leather Week—5-7 November 1974
Apply: Pirmasens Messes GmbH, 678 Pirmasens Dankelsbachstrasse 19 (Tel. 06331-851).

1975

BRUSSELS:
International Leather Goods Exhibition—January 1975
* Apply: Cenem Rue Du Progres 34, B1000 Brussels.

PARIS:
Leather Goods and Luggage Exhibition—17-22 January 1975
Apply: Salon de la Maroquinerie et Articles de Voyage, 6 Rue Beranger, 75003 Paris.

ZAGREB:
24th International Leather and Footwear Week—24 February-1 March 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

FRANKFURT:
International Fur Fair—16-20 April 1975
* Apply: Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-Main 7, Bettinaplatz 1.

PIRMASENS:
Leather Week—13-15 May 1975
Apply: Pirmasens Messe GmbH, 678 Pirmasens Dankelsbachstrasse 19 (Tel. 06331 851).

OFFENBACH:
International Leather Goods Fair—August/September 1975
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PIRMASENS:
Leather Week—4-6 November 1975
Apply: Pirmasens Messe GmbH, 678 Pirmasens Dankelsbachstrasse 19 (Tel. 06331 851).

1976

BRUSSELS:
International Leather Goods Exhibition—January 1976
* Apply: Cenem, Rue Du Progres 34, B1000 Brussels.

PARIS:
Leathergoods and Luggage Exhibition—January 1976
Apply: M. Thomas, Salon de la Maroquinerie et Articles de Voyage, 6 Rue Beranger, 75003 Paris.

PIRMASENS:
Leather Week—May 1976
Apply: Pirmasens Messe GmbH, 678 Pirmasens Dankelsbachstrasse 19 (Tel. 06331-851).

OFFENBACH:
International Leather Goods Fair—August/September 1976
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PIRMASENS:
Leather Week—November 1976
Apply: Pirmasens Messe GmbH, 678 Pirmasens Dankelsbachstrasse 19 (Tel. 06331 851).

FRANKFURT:
International Fur Fair—1976
* Apply: Frankfurter Rauchwaren-Messe GmbH, Frankfurt-am-Main 7, Bettinaplatz 1.

Motor vehicles, motor cycles and cycles

1975

BRUSSELS:
International Motor Show—January 1975
* Apply: Salon de l'Automobile, 22 Rue du Luxembourg 10-1040, Brussels.

AMSTERDAM:
International Trade Fair for Garage Equipment and Parts and Accessories of Motor Cars (Autovak 1975)—January 1975
Apply: RAI Gebouw, Europaplien, Amsterdam.

AMSTERDAM:
International Motor Show—13-23 February 1975
* Apply: RAI Gebouw N.V., Europaplien, Amsterdam.

ESSEN:
Railroad and Highway Exhibition—15-23 March 1975
Apply: Ausstellungs und Messegellschaft mbH, Essen (AMGE), 43 Essen 1, Norbertstrasse 56, Germany.

BUDAPEST:
Specialist International Exhibition of Automobile Maintenance and of the Garage Industry—20-26 March 1975
Apply: Hungarian Trade Office for Fairs and Publicity, Budapest, Varosliget XIV.

TURIN:
Trade Fair of Spare Parts, Accessories, Machinery and Ancillary Equipment for the Automotive Industry—14-18 May 1975
Apply: Comitato Organizzatore Salone Internazionale Dell Automobile, Corso Galileo Ferraris 61, Turin.

MUNICH:
Winter Services Equipment Fair—25-28 September 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

TURIN:
International Commercial Vehicle Exhibition (Accessories)—1-9 November 1975
Apply: Salone Internazionale Dell'Automobile, Corso Galileo Ferraris 61, 10128 Turin.

1976

GENEVA:
International Commercial Vehicle Show—January-February 1976
Apply: Secretariat Permanent, Case Postale 1211, 1200 Geneva.

MUNICH:
Winter Services Equipment Fair—4-7 September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Music and musical instruments

1974

BRUSSELS:
Musical Instrument Exhibition—2-11 November 1974
Apply: Brussels International Trade Fair, Palais du Centenaire, B1020 Brussels (Telex 23643).

Office machinery and equipment

1974

MALMÖ:
Office Equipment Fair (Rational Offices)—23-26 October 1974
Apply: Sydexpo AB, St. Tamplan 3, S-216 18 Malmö, Sweden (Tel. 040/1600 75).

MALMÖ:
International Audio-Visual Trade Fair (Interavisa)—23-26 October 1974
Apply: Stiftelsen Skanemassen, Stadiongata 25, Box 19015, S-200 73 Malmö 19, Sweden (Tel. 040/800 30).

FRANKFURT:
Office Supplies Exhibition—October 1974
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4P 4AD (Tel. 01-236 5050).

1975

VIENNA:
International Office Organisation Exhibition (Ifabo)—4-7 May 1975
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

MOSCOW:
Exhibition of Equipment and Appliances for Mechanisation of Designing, Technical and Office Work (Interorgtekhaitka)—2-16 September)
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MILAN:
International Office Machinery and Equipment Exhibition (SMAU)—September 1975
* Apply: Associazione Nazionale Commercianti in Macchine & Furniture per Ufficio, Piazza, Belgioloso 1, Milan.

STUTTGART:
Das Moderne Buro—September/October 1975
Apply: CES (Overseas) Ltd., Bridge House, 181 Victoria Street, London, E.C.4 (Tel. 01-236 0911).

COLOGNE:
Exhibition for Organisation and Technique in Office and Works (Orgatechnik)—October 1975
Apply: H. E. Melsom, MBE, Lufthansa House, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 1436).

FRANKFURT:
Office Supplies Exhibition—October 1975
* Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4P 4AD (Tel. 01-236 5050).

BERLIN:
Office Equipment Exhibition (Büro-Data)—14-18 October 1975
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

1976

DUBLIN:
Commercial Productivity Exhibition (Compex)—March 1976
Apply: ETA Congresses and Expositions, 74 Northumberland Road, Ballsbridge, Dublin 4.

STUTTGART:
Office Machinery and Office Furniture Exhibition (Das Moderne Buro)—September/October 1976
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

MUNICH:
Trade Exhibition of Office Machines, Office Furniture and Organisational Methods (BURO)—26-28 October 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Packaging machinery and materials, including containers

1975

BRNO:
International Packaging Exhibition (Embax)—23-27 June 1975
† Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

COPENHAGEN:
3rd International Packaging Exhibition (Pak-Tek)—11-16 November 1975
Apply: Erhvervenes Udstillingsselskab Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

DUBLIN:
Irish Packaging Exhibition—Autumn 1976
Apply: Industrial Trade Fairs (Ireland) Ltd., City Hall, Deansgate, Manchester M3 4PM.

Photographic equipment

1974

COLOGNE:
International Trade Exhibition in Connection with the 2nd European Microfilm Convention—12-15 November 1974
Apply: H. E. Melsom, MBE, Lufthansa House, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 1436).

Printing, stationery and printing machinery

1975

PARIS:
International Professional Stationery Show (Sippa)—17-20 January 1975
Apply: Comite du Salon de la Papeterie, 14 Boulevard Montmartre, 75009 Paris.

DUSSELDORF:
Imprinta—20-26 February 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

ZAGREB:
3rd International Fair of Printing and Paper Industry (Intergrafika)—17-22 March 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Scientific instruments and nuclear equipment

1974

BUDAPEST:
International Exhibition on Material Testing and Dimensions—28 October-1 November 1974
Apply: The Institute for Technical and Scientific Information of the Min. of Metallurgy and Machine Industry, Budapest V Arany Janus U 24.

PARIS:
Physical Society Exhibition—9-14 December 1974
Apply: Societe Francaise de Physique, 33 Rue Croulebarbe, 75013 Paris.

1975

BUCHAREST:
International Technical Exhibition (Technoexpo)—12-21 October 1975
Apply: Publicom Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

MOSCOW:
Exhibition of Instruments for Research in Physics—25 November-3 December 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MOSCOW:
Exhibition for Equipment for Geology, Geophysics and Cartography—26 November-4 December 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

Ships and boats

1974

ZAGREB:
International Nautical Show (Internautika '74)—18-23 November 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1975

MUNICH:
Caravan, Boat and Accessories Exhibition—1-9 February 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERLIN:
International Boat Show and Watersport Exhibition—March 1975
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE.

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—27 September-5 October 1975
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

ZAGREB:
4th International Nautical Show (Internautika)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

COPENHAGEN:
Boat Show—November 1975
Apply: Copenhagen Boat Show Ltd., A/S Badstuestrade 8, DK-1209 Copenhagen K (Tel. (01) 114800).

1976

BERLIN:
International Boat Show and Watersport Exhibition—March 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE.

MUNICH:
Caravan, Boat and Accessories Exhibition—1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ATHENS:
International Shipping Exhibition—June 1976
Apply: Maritime Presentations Ltd., 71 Fleet Street, London, E.C.4 (Tel. 01-353 3792).

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—September/October 1976
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

Sports goods and camping equipment, including caravans

1974

ESSEN:
International Caravan Salon Exhibition—October 1974
Apply: Gemeinnutzige Ausstellungsgesellschaft mbH, Norbertstrasse 56, 4300 Essen.

ZAGREB:
International Sports and Recreation Equipment Fair (Sportex '74)—18-23 November 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Caravan and Winter Sports Exhibition—November 1974
* Apply: Vac Expo, Avenue Charles Quirt 345, B1080 Brussels.

LJUBLJANA:
Ski Expo '74—4-10 December 1974
* Apply: Gospodarsko Razstavisce, Titova C50, P.O. Box 413, 61001 Ljubljana, Yugoslavia (Tel. 061 311 022).

1975

COPENHAGEN:
Motoring and Leisure (Bil Og Fritid '75)—January 1975
Apply: Erhvervenes Udstillingsselskab Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

STUTTGART:
Motor Sport Leisure Exhibition—January/February 1975
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

MUNICH:
Caravan, Boat and Accessories Exhibition—1-9 February 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Sports Equipment Fair (ISPO)—20-23 February 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Squate, London, W.1 (Tel. 01-486 1951).

COPENHAGEN:
International Camping and Caravan Equipment Exhibition—21 February-1 March 1975
Apply: Erhvervenes Udstillingsselskab Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

GRENOBLE:
International Winter Sports Exhibition (Alpexpo)—1-4 March 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons—7-11 May 1975
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

MINSK—USSR:
Exhibition of Sports Articles and Equipment for their Manufacture—10-19 June 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

PARIS:
Professional Show of Open Air Sports and Pastimes Articles (Sisel)—14-16 September 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS—LE BOURGET:
Caravan Exhibition—2-12 October 1975
Apply: M. Bernard, 35 Rue des Renaudes, 75017 Paris (Tel. 267 39 44).

BASLE:
1st International Show of Ski, Snow and Winter Sports (Snow '75)—14-19 October 1975
Apply: Swiss Industries Fair, Postfach, CH-4021 Basle/Switzerland (Tel. 061 32 38 50 (from 23 June 1975 061 26 20 20).

DUSSELDORF:
Mobilheim 1975—25 October-2 November 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

ZAGREB:
4th International Fair of Sports and Recreation Equipment (Sportex)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Caravan and Winter Sports Exhibition—November 1975
* Apply: Vac Expo, Avenue Charles Quint 345, B1080 Brussels.

1976

STUTTGART:
Motor Sport Leisure Exhibition—January/February 1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

GRENOBLE:
International Winter Sports Exhibition (Alpexpo)—March 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons with the 9th German Weapon Fair—7-11 May 1976
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
International Caravan Exhibition—October 1976
Apply: M. Rotivel, 35 Rue des Renaudes, 75017 Paris.

Textiles and textile machinery

1974

ZAGREB:
International Contract-Making on Textile Products (Kutex)—6-8 November 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

WENTMORE SHIPPING & HAULAGE LIMITED
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UNIT 29, RIVERSIDE WORKS, HERTFORD ROAD, BARKING, ESSEX. 01-594 9416/9 Telex 897893

BUCHAREST:
International Exhibition of Chemistry, Textiles and Goods—1974
Apply: Publicom Romanian International Publicity Agency, Boulevard N. Balescu, Bucharest.

1975

ZAGREB:
2nd International Textile Industry Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
International Contract-Making on Textile Products (Kutex)—3-5 November 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Toys and games

1975

PARIS:
International Toy Fair—8-14 February 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1976

PARIS:
International Toy Exhibition—February 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Watches and clocks

1974

BESANCON:
International Clock and Watchmaking Industry, Micro Mechanical Techniques (Micronora)—5-8 November 1974
Apply: M. Lagrange, Parc des Expositions Planoise, 25 Besancon.

1975

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Stones and Silverware—26-29 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

BESANCON:
International Clock and Watchmaking industries Exhibition (Micronora)—May 1976
Apply: M. Lagrange, Parc des Expositions Planoise, 25 Besancon.

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Stones and Silverware—1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1975

MOSCOW:
International Exhibition of Irrigation and Drainage—20-29 August 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

PARIS:
Europrotection—16-19 September 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Other specialised fairs

1974

BRUSSELS:
International Biennial in the Field of Design—19-27 October 1974
Apply: VZW Interieur, Casinoplein 10, Kortrijk B8500.

ZAGREB:
International Exhibition of Teaching Appliances and Training Equipment (Educa '74)—21-26 October 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

DUSSELDORF:
Glass '74—24-27 October 1974
Apply: John Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

MALTA:
Shipping, Oil Industries and Airlines Exhibition—October 1974
Apply: Ronasons International Ltd., 113 Britannia Street, Valletta, Malta.

BELGRADE:
3rd International Occupational Safety and Environment Protection Exhibition (Protection '74)—28 October-3 November 1974
Apply: Belgrade International Trade Fair, 11000 Belgrade Bulevar Vojvode Misica 14, P.O. Box 408.

BELGRADE:
5th International Exhibition of Modern Educational Equipment—28 October-3 November 1974
Apply: Belgrade International Trade Fair, 11000 Belgrade Bulevar Vojvode Misica 14, P.O. Box 408.

MUNICH:
Domestic, Technical Equipment Trade Show for Consumers with International Participation (Heim and Technik)—2-10 November 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BUCHAREST:
International Specialised Exhibition of Pumps—11-15 November 1974
Apply: Publicom Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (TU-EX '74)—18-23 November 1974
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
World Fair for Inventions and Know-How (Eureka)—6-15 December 1974
Apply: Institute of Patentees and Inventors, Whiteley Building, 165 Queensway, London W2 4SB.

PARIS:
Equestrian Exhibition—6-15 December 1974
Apply: Spodex, 15 Rue de la Paix, 75002 Paris (Tel. 742 24 60).

PARIS—LE BOURGET:
International Entertainment Technology and Leisure Equipment Exhibition (Amusexpo)—9-12 December 1974
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1.

1975

BRUSSELS:
Real Estate and Second Home Exhibition—2-10 March 1975
Apply: R. Wilson, Esq., Norman F. Keenan Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

BRUSSELS:
Garden and Swimming Pool Exhibition—2-10 March 1975
Apply: R. Wilson, Esq., Norman F. Keenan Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

NUREMBERG:
European Educational Aids and Appliances Fair (Didacta)—10-14 March 1975
Apply: Schenkers Ltd., Royal London House, 13 Finsburg Square, London, E.C.2 (Tel. 01-628 7050).

BOLOGNA:
Exhibition of Modern Methods of Teaching—4-8 April 1975
Apply: E. A. Per le Fiere, di Bologna, Via Ciamician 4., 40127 Bologna.

PARIS:
(Le Bourget) International Exhibition of Advanced Transportation Systems (Transportexpo)—15-16 April 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951)

ZAGREB:
18th International Exhibition of Measuring and Control Techniques and Automation (Jurema)—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
5th International Fair of Transport, Communications and Mechanical Handling—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BOLOGNA:
International Perfumery and Cosmetics Exhibition.—24-28 April 1975
Apply: E. A. per le Fiere di Bologna, Via G. Ciamician 4, 40127 Bologna.

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons—7-11 May 1975
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 236 0911).

PARIS:
International Pet Trade Exhibition—10-12 May 1975
Apply: ANIMODE, 86 Avenue Daumesnil, 75012 Paris. (Tel. 628 70 74).

ZAGREB:
3rd International Fair of Public Utility Equipment—19-24 May 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.11 (Tel. 01-486 1951).

PARIS:
International Exhibition of Perfumery and Cosmetics Industry (Sicap)—26-31 May 1975.
Apply: Sicap, 7 Rue Copernic, 75782 Paris—Cedex 16. (Tel. 553 86 30—704 20 71).

ROTTERDAM:
1st International Communications Exhibition—27-31 May 1975
Apply: Europort Exhibitions Ltd., 6-7 New Bridge Street, London, EC4V 6AQ (Tel. 01-353 0054).

STUTTGART:
International Shutter and Blinds Fair (R.75)—5-8 June 1975
* Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
International Exhibition of Cinema Theatre and Convention Hall Equipment (Cisco)—13-18 June 1975
Apply: R. Buckle, 25 Berkeley House, 15 Hayhill, W.1 (Tel. 493 5563).

BASLE:
International Exhibition for Pharmacists (Ipharmex)—19-22 June 1975
Apply: Swiss Industries Fair, Postfach, CH 4021 Basle, (Tel. 061323850 (after June 1975 061262020).

BRNO:
International Inventions and Innovations Exhibition (Invex)—1975
Apply: Fairs and Exhibitions, 21 Park Square East, Regents Park London N.W.1 (Tel. 935-8200 and 8235).

SALONIKA:
World Veterinary Congress—6-12 July 1975
Apply: Prof. E. Tsiroyannis, Aristotelian University, Box No. 112, Thessaloniki, Greece.

BRUSSELS:
International Energy Exhibition—September 1975
Apply: Brussels International Trade Fair, Palais Du Centenaire, B 1020 Brussels.

ZAGREB:
3rd International Exhibition of Teaching Appliances and Training Equipment (Educa)—6-11 October 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRNO:
Display Art Exhibition (Arbien)—26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1. (Tel. 01-935 8200 /8235).

BRUSSELS:
World Export Services Exhibition —3-7 November 1975
Apply: Mack-Brooks Exhibitions Ltd., 62-64 Victoria Street, St. Albans, Herts, AL1 3XT (Tel. St. Albans 63213).

ZAGREB:
7th International Exhibition of Tourism, and Catering and Shop Equipment (TU-EX)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

GOTHENBURG:
'Scanmiljo' Environmental Care —November 1975
Apply: Svenska Massan Skanegaten 26, S-412-51 Goteborg, Sweden (Tel. (031) 20 0000)

DUSSELDORF:
Undertakers Trade Fair—1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956)

1976

ZURICH:
International Exhibition of Mechanised and Automation Production—January 1976
† Apply: Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. 01-540 3897).

BOLOGNA:
Exhibition of Modern Methods of Teaching—April 1976
Apply: E. A. per le Fiere di Bologna, Via G. Giamician 4, 40127 Bologna.

BOLOGNA:
International Perfumery and Cosmetics Exhibition—April 1976
Apply: E. A. per le Fiere di Bologna, Via G. Ciamician 4, 40127 Bologna.

STUTTGART:
International Roller Blind and Shutter Trade Fair (R.75)—June 1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

BRNO:
International Foundry Exhibition (Fond-Ex)—21-25 June 1976
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200/8235).

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons—1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Section 3

Trade fairs and exhibitions outside Europe

General fairs

1974

TORONTO:
Canadian National Exhibition—14 August-2 November 1974
Apply: Mr. Keith Robinson, Exhibits Manager, Canadian National Exhibition, Exhibition Park, Toronto, Ontario

BAGHDAD:
International Trade Fair—1-21 October 1974
* Apply: Directorate General of Exhibitions, Fairs and Trade Centres, Damascus Street, Al-Mansour, Baghdad,/ Iraq

SAN SALVADOR:
6th International Fair El Salvador—8-25 November 1974
† Apply: Managing Director, Executive International Fair Committee, Avenida Revolucion y Doble, Via a Santa Tecla, San Salvador, El Salvador.

DAKAR:
International Fair—29 November-15 December, 1974
Apply: Foire Internationale de Dakar, B.P. 3329 Dakar Republique du Senegal.

LIMA:
Pacific International Trade Fair—November 1974
Apply: L. Noya, International Marketing Co. Ltd., 22 George Street, Croydon. (Tel. 01-681 1539).

1975

TRIPOLI:
International Trade Fair—March 1975
Apply: Libyan Arab Republic, Fairs' General Board, P.O. Box 891, Tripoli, Libya.

CAIRO:
International Trade Fair—10-31 March 1975
Apply: General Organisation for International Exhibitions and Fairs, Exhibition Grounds, Guezira, Cairo.

SYDNEY:
Royal Easter Show—April 1975
* Apply: Royal Agricultural Agricultural Society of New South Wales, Driver Avenue, RAS Showground, Sydney NSW 2000.

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission 16-2, Harumi 4-chome, Chuo-ku, Tokyo, Japan.

TEL AVIV:
International Trade Fair (Capital Goods)—May-June 1975
Apply: Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kern House, 36 Kingsway, London, W.C.2 (Tel. 01-405 9696).

TUNIS:
17th International Fair—16 May-1 June 1975
† Apply: Foire International de Tunis, Esplanada Mohamed V Tunis.

BAGHDAD:
International Trade Fair—1-21 October 1975
* Apply: Directorate General of Exhibitions, Fairs and Trade Centres, Damascus Street, Al-Mansour, Baghdad, Iraq.

Agriculture, forestry, fishing, and agricultural machinery

1974

ORANGE:
National Field Days—11-14 November 1974
* Apply: The National Field Days Committee, P.O. Box 310, Orange N.S.W. 2800.

1975

TORONTO
Farm and Industrial Equipment Show—January/February 1975
* Apply: Canada Farm Show Ltd., 55 Glen Cameron Road, Thornhill, Ontario.

MYRTLEFORD:
Forest Industries Machinery Exposition—15-17 April 1975
Apply: The Australian Forest Industries Journal, 243 Elizabeth Street, Sydney N.S.W. 2000, Australia.

ORANGE:
National Field Days—10-13 November 1975
* Apply: The National Field Days Committee, P.O. Box 310, Orange N.S.W. 2800.

Books and periodicals

1975

JERUSALEM:
International Book Fair—April 1975
Apply: S. Zur Manager, The Jerusalem International Book Fair, 70 Jaffa Street, Jerusalem, Israel.

NEW YORK:
Annual Convention and Exhibition of American Booksellers Association Inc.—June 1975
Apply: 800 Second Avenue, New York, N.Y 10017.

Building, public works and construction equipment

1975

CHICAGO:
International Construction Equipment Exposition—9-15 February 1975
Apply: Martin C. Dwyer, 400N Michigan Ave., Chicago, IL 60611.

VANCOUVER:
Western Construction Materials and Equipment Show—18-20 November 1975
† Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey. Contact Roy Wilson, (Tel. 01-540 1101).

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission, 16-2, Harumi 4-chome, Chuo-ku, Tokyo, Japan.

Chemicals and allied industries, including plastics

1974

TOKYO:
5th International Plastics Fair (Japanplas '74)—17-23 November 1974
Apply: Japanplas Fair Association, Deguchi Building, 3 Shiba-Kamiyo-Cho, Minato-ku, Tokyo 105.

1975

AICHE
Petrochemical and Refining Exposition—17-20 March 1975
† Apply: Reber-Friel Company, 117 South 17th Street, New York, N.Y. 10017.

CHICAGO:
National Plastics Show—November 1975
† Apply: Robert T. Kenworthy Inc., Exposition Management, 866 United Nations Plaza, New York, N.Y. 10017.

1976

ATLANTIC CITY:
National Plastics Exposition—September 1976
Apply: Robert T. Kenworthy, 866 United Nations Plaza, New York, N.Y. 10017.

Clothing

1974

NEW YORK:
National Association of Men's Sportswear Buyers—20-23 October 1974
Apply: National Association of Men's Sportswear Buyers 185 Madison Avenue, New York, N.Y. 10016.

1975

MINNEAPOLIS:
Northwest Salesmen's Association (Women's apparel)—January 1975
Apply: Mr. Jerry Silverman 525 Radisson Centre, Minneapolis MN 55402.

NEW YORK:
National Fashion and Boutique Show:—19-22 January 1975
Apply: Oscar Plugnick, 10 West 33 Street, New York, New York 10001 (Tel. 212, 524 5024).

NEW YORK:
Display of British Children's Wear—January 1975
Apply: James Law Director, 150 E 58th Street, New York, N.Y. 10022.

LOS ANGLES:
Menswear Retailers of America Convention—Exposition—6-9 February 1975
Apply: Menswear Retailers of America, 390 National Press Building, Washington, DC 20004.

NEW YORK:
American Fashion Textile Exposition (Texpo '75)—June 1975 Apply: Bobbin Publications Inc. 1110 Shop Road, Columbia, South Carolina, SC 29202.

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Tel: 01-734 9201 (3 lines)
Telex: 265951

Engineering, electrical and electronic, including radio and television

1974

SEOUL:
5th Korea Electronics Show—October 1974
Apply: Korea Fine Instruments Center, 1. P.O. Box 2489, Seoul, Korea.

TOKYO:
7th Automatic Control Equipment Show and Automatic and Labour Saving Machinery Exhibition—November 1974
* Apply: The Industrial Daily News, 1-8-10 Kudan Kita Chiyoda-Ku, Tokyo.

MONTREAL:
Canadian Computer Show. 12-14 November 1974
Apply: Mr. B. A. Tibb. Industrial and Trade Shows of Canada, 481 University Avenue, Toronto Ontario M5W 1A7.

1975

SYDNEY:
International Control Electronics Telecommunications Instruments and Automation Exhibition (Cetia)—28 July-2 August 1975
Apply: Mr. R. J. Glover, Executive Director, Cetia Exhibition, 'Administration, P.O. Box 3629, GPO, Sydney NSW 2001.

Engineering, other

1974

VANCOUVER:
Pacific Industrial Equipment Materials Handling Show—19-21 November 1974.
Apply: Roy Wilson—Norman F. Keenan and Associates Crown House, Morden, Surrey (Tel. 01-540 1101).

USA:
Western Plant Engineering and Maintenance Show—November 1974
Apply: A. Byron Perkins and Associates Inc., 3951 East Huntingdon Dr Suite 104, Pasadena, California 91107

1975

CLEVELAND:
American Welding Society Show—21-25 April 1975
Apply: Mr. E. Krisman, AWS Inc, 2501 North West 7th Street, Miami, Florida.

OSAKA:
International Welding Show—April-May 1975
Apply: Japan Welding Engineering Soc, Sanpo Inc. 1-10-7, Hammamatsu-cho Minato-ku, Tokyo (Tel. 357-2851).

USA:
Materials Engineering Exposition (The Metals Show)—October 1975
* Apply: Donald J. Walter Metal Park OH 44073.

CHICAGO:
World Energy Engineering Exposition and Congress—November 1975
Apply: Clapp & Poliak, Inc., 245 Park Avenue, New York NY. 10017.

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission. 16-2, Harumi 4-chome, Chuo-ku, Tokyo, Japan.

USA:
Power Transmission Design Show—November 1975
Apply: Howard A. Freed, Industrial Publishing Coy, 614 Superior Avenue West, Cleveland Oh 44113.

1976

HALIFAX—CANADA:
International Power Transmission and Control Exhibition—30 August—3 September 1976
Apply: Commercial Exhibitions and Publications Ltd., Riverside House, Hough Street, Woolwich, London SE18 6LR.

USA:
American Surface Finishing Conference and Expo.—1976
Apply: Show Organisers, 20501 Ford Road, Dearborn, Michigan 48128.

Fancy goods, jewellery and giftware

1975

CHICAGO:
Gift Show—26-31 January 1975
Apply: Eastern Manufacturers and Importers Exhibit Inc., 220 Fifth Avenue, New York, N.Y. 10001.

SYDNEY:
5th International Gift Trade Fair—15-20 February 1975
Apply: World Trade Promotions, Pty Ltd., 4-14 Foster Street, Surrey Hills, Sydney. NSW.

BOSTON:
Gift Show—March 1975
Apply: National Gift and Art Association, Little Brothers Inc., 220 Fifth Avenue, New York, NY 10001.

MINNEAPOLIS:
Upper Midwest Allied Gifts Association—March and August 1975
Apply: Mr. Robert Elmore Executive Secretary, Upper Midwest Merchandise Mart Bldg., 800, Washington Avenue, N Minneapolis, MN 55402.

MINNEAPOLIS:
Minneapolis Gift and Jewelry Show—March and August 1975
Apply: Mrs. Helen Brett, Helen Brett Enterprises Inc. 6E Monroe Street, Chicago, Illinois.

Foodstuffs, food machinery, hotel and catering equipment

1975

LOS ANGELES:
Pacific Fine Food, Confectionery and Beverage Show—July 1975
Apply: Mr. T. Dohl, Post Office Box 866, Pasadena, California 91102.

LOS ANGELES:
Pacific Coast Regional Hotel/Motel Exposition—16-19 August 1975
† Apply: Robert M. Riley, Suite, 612 448 S Hill Street, Los Angeles, CA 90013

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission. 16-2, Harumi 4-chome, Chuo-ku, Tokyo, Japan.

1976

SYDNEY:
International Catering Trade Fair—5-9 July 1976
Apply: IPC Exhibitions Pty Ltd., 3-13 Queen Street, Chippendale, New South Wales, Australia 2008.

Footwear

1974

ATLANTIC CITY:
Footwear Management Conference Show—October 1974
Apply: International Footwear Management Conference Exposition, 342 Madison Avenue, New York, NY 10017.

Furniture, furnishings, household equipment and hardware

1975

CHICAGO:
National Housewares Exposition—13-17 January 1975
Apply: National Housewares Manufacturers Association 1130 Merchandise Mart, Chicago, Illinois 60654.

SAN FRANCISCO:
Western States Hardware, Housewares, Paint and Garden Supply Show—February 1975
Apply: California Retail Hardware Association, 122 Ninth Street, San Francisco, California, 94103.

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission. 16-2, Harumi 4-chome, Chuo-ku, Tokyo, Japan.

MELBOURNE:
Australian Furniture Fashion Fair—6-13 April, 1975
Apply: Victorian Guild of Furniture Manufacturers, 110 Jolimont Road, Jolimont, Melbourne. 3002.

SYDNEY:
Furniture Exhibition—22-27 April, 1975
Apply: NSW Guild of Furniture Manufacturers, 1 King Street, Newton 2042.

1976

CHICAGO:
National Home Center Home Improvement 76 Congress and Exposition—14-17 March 1976
Apply: National Home Center/Home Improvement Congress and Exposition 600 Talcott Road/Park Ridge, Illinois 60068.

Heating and ventilating

1975

ATLANTIC CITY:
International Air Conditioning Heating and Refrigerating Exposition—27-30 January 1975
Apply: Vincent McDonnell Pres, Intl Exp. Co. 200 Park Ave., New York City, NY 10017.

Hospital, medical, surgical and dental equipment

1974

VANCOUVER:
British Columbia Hospital Association—October 1974
* Apply: J. D. Bradford, 440 Camble St., Vancouver BC3.

CHICAGO:
American College of Surgeons—October 1974
* Apply: Fred C. Spillman, 55 E. Erie, St. Chicago, Il. 60611.

TORONTO:
Ontario Hospitals Association Annual Convention—October 1974
* Apply: Mr. G. S. Roberts, Director of Educational Services, 24 Ferrand Drive, Don Mills, Ontario.

1975

RANGOON:
Burma Medical Association Annual Conference—February 1975
Apply: The Myanna Export Import Corporation, Agency Division, 77/91 Sule Pagoda Road, Rangoon, Burma.

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TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission. 16-2, Harumi 4-chome, Chou-ku, Tokyo, Japan.

Leather, leather goods and fur

1974

ATLANTIC CITY:
Leather and Allied Industries Exposition—October 1974
Apply: Leather and Allied Industries Exposition 411 Fifth Avenue, New York NY.

Motor vehicles, motor cycles and cycles

1974

CHICAGO:
Automotive Parts and Accessories Association Show—29-31 October 1974
Apply: Hall Eriekson Inc., 7237 West Leake Street, River Forest, Illinois 60305.

LOS ANGELES:
International Automobile Show—October/November 1974
* Apply: Chas Snitow Show Management, 331 Madison Avenue, New York City, NY 10017.

SAN FRANCISCO:
Import Automobile Show—November 1974.
* Apply: Jerry Diamond, 3106 Fillmore Street, San Francisco.

ANAHEIM:
High Performance and Custom Trade Show—13, 14 and 15 November 1974
Apply: Motorama Inc. (Division of Petersen Publishing Company) 8490 Sunset Boulevard, Los Angeles, California 90060.

1975

CHICAGO:
International Truck and Equipment (FLEETWEEK)—June 1975
Apply: Henry Martin, 2 Pennsylvania Plaza, New York City. N.Y. 10001.

MELBOURNE:
3rd International Motor Cycle Show—6-14 September 1975
Riddell Exhibition Promotions Pty Ltd., Marcquarie House, Suite 11, 541 St. Kilda Road, Melbourne. 3004.

MILWAUKEE:
Off-Highway Vehicle Exhibition—8-11 September 1975
Apply: Henry Martin, 2 Pennsylvania Plaza, New York City. N.Y. 10001.

Office machinery and equipment

1974

TORONTO:
Canadian National Business Show—30 September—30 October 1974
Apply: Roy Wilson, Norman F. Keenan and Associates Crown House, Morden, Surrey (Tel. 01-540 1101).

NEW YORK:
Business Systems/Product World Show—September 1974
Apply: Prestige Expositions Inc. 60 East 42nd Street, New York, N.Y. 10017.

1975

MELBOURNE:
International Business Equipment Fair—May 1975
Apply: Riddell Exhibition Promotions Pty Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

Packaging machinery and materials, including containers

1975

USA:
PMMI Packaging Converting Machinery Show—October/November 1975
* Apply: W. G. Lowery Packaging Machinery Manufacturers Institute, 2000 K. Street, N.W. Washington DC 20006.

CHICAGO:
National Plastics Exposition and Conference—November 1975
Apply: Robert T. Kenworthy Inc., Exposition Management 866 United Nations Plaza, New York NY 10017.

Printing, stationery and printing machinery

1974

TOKYO:
Japan Graphic Arts Exhibition—11-17 June 1974
Apply: Japan Graphic Arts Exhibition Committee, 571 Tokyo Kurabu Building 2-6, 3-chome Kasumigaseki, Chiyoda-ku, Tokyo. Tel 03580-0876/7.

USA
Screen print '74 (Display Producers and Screen Printers Association Show)—October 1974
* Apply: John M. Crawford, 150 S. Wash St. Falls, Church VA 22046.

1975

TOKYO:
Japan Graphic Arts Exhibition—May 1975
Apply: Japan Graphic Arts Exhibition Committee, 571 Tokyo Kurabu Building, 2-6, 3-chome Kasumigaseki, Chiyoda-ku, Tokyo (Tel. 03580-0876/7).

1976

TORONTO:
Canadian Graphic Arts Show—16-20 October 1976
Apply: Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Ontario.

Ships and boats

1975

HOUSTON:
19th Annual Houston International Boat, Sport, and Travel Show—January, 1975
Apply: Boating Trade Association of Metropolitan Houston, 501 Central National Bank Building, 2100 Travis Houston, Texas 77002.

NEW YORK:
65th Annual National Boat Show—9-19 January 1975
Apply: Frank Scalpone: National Association of Engine and Boat Manufacturers, 537 Steamboat Road, Greenwich, Connecticut, 06830.

BOSTON:
International Boat Show—8-17 February 1975
Apply: New England Marine Trades Association, 715 Boytston Street, Boston, Mass.

BOSTON:
18th Annual New England Boat Show—22 February-2 March 1975
Apply: New England Exhibitions Inc. 170 Northern Ave, Boston, Massachusetts 02210.

MELBOURNE:
The Herald National Boat Show—4-12 July 1975
Apply: Riddell Exhibition Promotions Pty Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

1976

MELBOURNE:
The Herald National Boat Show—July 1976
Apply: Riddell Exhibition Promotions Pty Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

Sports goods and camping equipment, including caravans

1975

MONTREAL
Canadian Sporting Goods Association Show—January 1975
Apply: 2115 Drummond, Suite 20, Montreal PQ 107.

CHICAGO:
Hobby Industry Convention and Trade Show—19-22 January 1975
Apply: Hobby Industry Association of America, Inc., 200 New York, N.Y. 10010.

TORONTO:
Canadian National Sportsmens Show—March 1975
Apply: Canadian National Sportsmens Show, P.O. Box 168, Toronto Dominion Centre, Toronto.

HOUSTON:
Camping and Vacation Show and International Trade and Travel Show—March 1975
Apply: Double C Productions Inc., 6300 Westpark, Suite 430, Houston, Texas 77027.

CHICAGO:
American Fishing Tackle Manufacturers Association (AFTMA) Trade Show—August 1975
Apply: American Fishing Tackle Manufacturers Association, 20 North Wacker Drive, Chicago, Illinois 60606.

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission, 16-2, Harumi 4-chome, Chuo-ku, Tokyo, Japan.

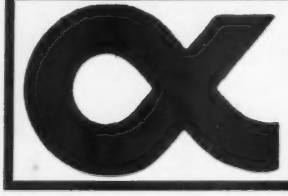
Textiles and textile machinery

1974

SINGAPORE:
International Exhibition of Textile Machinery (Sitema '74)—8-13 November 1974
Apply: Secretariat Office of Sitema 74, c/o Nihon Sen-I Shimbun Co. Ltd., 5th Floor, Semba Central Building, 27 Honmachi 3 Chome, Higashi-ku, Osaka 541, Japan.

1976

MELBOURNE:
International Clothing Trade and Textile Machinery Exhibition,—May 1976
Apply: Riddell Exhibition Promotions Pty, Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.



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GREENVILLE:
Textile Machinery Show (ATME-1)—1976
Apply: Yancey S. Gilkerson, Box 5823 Sta B Greenville, SC 29606.

Other specialised fairs

1974

NEW YORK:
Annual Physics Show—1974
* Apply: American Institute of Physics 335 East 45th Street, New York 10017.

LOUISVILLE:
Kentucky National Ornamental Metal Manufacturers Association (NOMMA)—1974
Apply: National Ornamental Metal Manufacturers Association, Box 846, Decatur, Georgia.

TOKYO:
Third Oceanographic Exposition—October 1974
Apply: The Secretariat, International Ocean Development Conference and Exhibition, Japan Management Association, No. 25 Shia Park, Minato. Tokyo (Tel. 434 6211).

NAGOYA:
Woodworking Machinery and Equipment Fair—October 1974
* Apply: Chunu Woodworking Machinery Association, 5-36, Iwai Don Naku-ku, Nagoya, Japan.

VANCOUVER:
Pacific Industrial Equipment and Materials Handling Show—19-21 November 1974
Apply: Nelson Groves, 2000 W 12th Avenue, Vancouver, BC.

NEW YORK:
National Swimming Pool Convention/Exposition—22-24 November 1974
Apply: National Swimming Pool Institute, 200 K Street, Washington DC 20006.

1975

LAS VEGAS:
National Swimming Pool Convention/Exposition—22-26 January, 1975
Apply: National Swimming Pool Institute, 200 K Street, Washington DC 20006.

SYDNEY:
Go' 75 Holiday and Travel Fair—24 January -2 February 1975
Apply: Fair Managers Daniel and Cruickshank Pty. Ltd., 11 Clarke Street, Crows Nest, NSW, Australia 2065.

MELBOURNE:
The Sun News-Pictorial Homes Show—August 1975
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

LAS VEGAS:
American Mining and Environmental Convention—October 1975
* Apply: American Mining Congress, 11000 Ring Building, Washington DC.

SYDNEY:
International Exhibition of Metallic Corrosion—3-9 December 1975
Apply: Total Concept Exhibitions Pty. Ltd., 57 Ethel Street, Balgowlah NSW 2065.

1976

CLEVELAND:
American Mining Congress and Coal Show—May 1976
Apply: G. F. Jackson, 1100 Ring Building, Washington, DC 20036.

MELBOURNE:
The Sun News-Pictorial Homes Show—25-31 August 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

Section 4

Trade fairs and exhibitions in the United Kingdom

General fairs

1975

BRIGHTON:
International Exhibition and Trade Fair—21-31 August 1975. At Metropole Exhibition Centre
* Apply: The Lawson Organisation, Green Dragon House, 64 High Street, Croydon CR9 2UH (Tel. 01-686 5741).

Agriculture, forestry, fishing and agricultural machinery

1974

LONDON:
Royal Smithfield Show and Agricultural Machinery Exhibition 1974—2-6 December 1974. At Earls Court
* Apply: Exhibition Department, Smithfield Show Joint Committee, 21/24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

1975

BELFAST:
Royal Ulster Annual Show and Industrial Exhibition—21-24 May 1975. At Balmoral Showground
* Apply: Royal Ulster Agricultural Society, King's Hall, Balmoral, Belfast BT9 6GW (Tel. Belfast 665225).

SHEPTON MALLET, SOMERSET:
Bath and West Show—28-31 May 1975. At Showground, Shepton Mallet
* Apply: Major The Lord Darling, DL, Bath and West and Southern Counties Society, The Showground, Shepton Mallet, Somerset BA4 6QN (Tel. 0749 3366).

MALVERN:
Three Counties Agricultural Society's Show—10-12 June 1975. At Showground
* Apply: Lyn. M. Downes, Secretary, Three Counties Show, Malvern, Worcestershire WR13 6NW (Tel. (068) 45 61731).

INGLISTON:
Royal Highland Show—17-20 June 1975. At Ingliston, Newbridge, Midlothian
* Apply: T. W. M. Alder, Secretary, Royal Highland and Agricultural Society of Scotland, Ingliston, Newbridge, Midlothian EH28 8NB (Tel. (031) 334 2286).

NEW COSTESSEY, NORWICH:
The Royal Norfolk Show—25-26 June 1975. At Showground, Dereham Road
* Apply: B. Shelley, Secretary, Royal Norfolk Agricultural Association, Showground, Dereham Road, New Costessey, Norwich, Norfolk NOR 45J (Tel. (060) 55 2000).

KENILWORTH:
The Royal Agricultural Show—30 June-3 July 1975. At Agricultural Centre, Stoneleigh
* Apply: The Royal Agricultural Society of England, National Agricultural Centre, Stoneleigh, Kenilworth, Warwickshire CV8 2LG (Tel. (0203) 56151).

HARROGATE:
The Great Yorkshire Show—8-10 July 1975. At Showground
* Apply: R. G. G. English, Secretary General, Secretary's Office, Great Yorkshire Showground, Harrogate, North Yorkshire (Tel. (0904) 23166).

BUILTH WELLS:
Royal Welsh Show—22-24 July 1975. At Builth Wells, Llanelwedd
* Apply: J. A. George, Esq., FRAgS, DBHS, Royal Welsh Agricultural Society, Llanelwedd, Builth Wells, Breconshire LD2 3SY (Tel. Builth Wells 3683).

KENILWORTH:
International Dairy Farming Event—17-18 September 1975. At Agricultural Centre, Stoneleigh
* Apply: Royal Association of British Dairy Farmers, Robarts House, Rossmore Road, London NW1 6NP (Tel. 01-723 8021).

Building, public works and construction equipment

1974

LONDON:
Public Works and Municipal Services—Congress and Exhibition—18-23 November 1974. At Olympia
† Apply: The Municipal Agency Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

1975

Specibuild Exposition '75—17-21 March 1975. At Earls Court
* Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

LONDON:
International Building and Construction Exhibition—INTERBUILD—12-21 November 1975. At Olympia
† Apply: Building Trades Exhibition Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

Chemicals and allied industries, including plastics

1975

LONDON:
OCCA Technical Exhibition—22-25 April 1975. At Empire Hall, Olympia
* Apply: Oil and Colour Chemists Association, Priory House, 967 Harrow Road, Wembley, Middlesex HA0 2SF (Tel. 01-908 1086).

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Sunday to Thursday 12th-16th January 1975

The 26th International Gifts Fair—Blackpool
Blackpool, England
Sunday to Thursday 2nd-6th February 1975

The 3rd Scottish Gifts Fair
Kelvin Hall, Glasgow, Scotland
Sunday to Thursday 9th-13th February 1975

International Hair & Beauty Fair '75
Winter Gardens, Blackpool
Saturday to Tuesday 15th-18th March 1975

The 7th International Gifts Fair—London
Earls Court, London
Sunday to Thursday 17th-21st August 1975

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National Exhibition Centre, Birmingham
1st-5th February 1976

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Clothing

1974

LONDON:
London Fashion Fair International—24-26 October 1974. At Grosvenor House, Park Lane
Apply: Clothing Export Council of Great Britain, Academy House, 26-28 Sackville Street, London W1X 1DA (Tel. 01-734 9744).

1975

LONDON:
12th Glove Fair—11-12 February 1975. At The Londoner Hotel, Welbeck Street
* Apply: Miss E. Greenaway, MBE, Glove Guild of Great Britain, 9 St. Thomas Street, London, S.E.1 (Tel. 01-407 4781).

LONDON:
International Men's and Boy's Wear Exhibition—IMBEX—24-28 February 1975. At Earls Court
* Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands, B91 2BG.
(Tel. 021-705 6707).

LONDON:
32nd Presentation of Children's and Teenage Fashions—7-10 April 1975. At RHS New Hall, Westminster
Apply: Teenage, Infants' and Girls' Fashion Fair Organisation, 81 Wimpole Street, London W1M 7DB (Tel. 01-935 2915).

LONDON:
46th Junior Fashion Fair—7-10 April 1975. At RHS Halls, Westminster
Apply: National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (Tel. 01-636 1833).

HARROGATE:
MAB Convention and Exhibition—21-24 September 1975. At Exhibition Centre
* Apply: K. E. Smith, Director, Menswear Association of Britain Ltd., Palladium House, 1/4 Argyll Street, London W1V 2HR (Tel. 01-734 6865).

LONDON:
33rd Presentation of Children's and Teenage Fashions—13-16 October 1975. At RHS New Hall, Westminster
Apply: Teenage, Infants' and Girls' Fashion Fair Organisation, 81 Wimpole Street, London W1M 7DB (Tel. 01-935 2915).

LONDON:
47th Junior Fashion Fair—13-16 October 1975. At RHS Halls, Westminster
Apply: National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (Tel. 01-636 1833).

Display and shop equipment

1975

LONDON:
INTERSHOP—Shop and Display Equipment Exhibition 18-21 May 1975. At Olympia
* Apply: National Display Equipment Association, 18 Croydon Road, Caterham, Surrey CR3 6YR (Tel. (22) 48911/2).

BRIGHTON:
SHOPEX—Self-Service Display Equipment and Shopfitting Exhibition—14-18 September 1975. At Metropole Exhibition Centre.
* Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

Engineering, electrical and electronic, including radio and television

1974

LONDON:
International Audio Festival and Fair—28 October-3 November 1974. At Olympia
* Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands, B91 2BG.
(Tel. 021-705 6707).

1975

HARROGATE:
Electric Living Trade Fair—4-6 February 1975. At Exhibition Centre
* Apply: The Electricity Council, Trafalgar Buildings, 1 Charing Cross, London SW1A 2DS (Tel: 01-930 6757).

BRIGHTON:
The Lighting Exhibition—9-13 February 1975. At Metropole Exhibition Centre
* Apply: J. L. Tengwall, Decorative Lighting Association, Tyn-Pwll, Moelfre, Anglesey, North Wales LL72 8LN (Tel. (0248) 88 396).

LONDON:
Sonex Europe '75—23-24 April Preview Days—25-27 Public, 1975. At Centre Hotel, London Airport
* Apply: British Audio Promotions Ltd., Sonex Exhibition Office, 414a Edgware Road, London W2 1ED (Tel. 01-402 9145).

LONDON:
London International Electronic Component Show—13-16 May 1975. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands, B91 2BG.
(Tel. 021-705 6707).

LONDON:
Television and Radio Trade Show Week—18-22 May 1975. At various London Hotels
* Apply: British Radio Equipment Manufacturers' Association, 20th Century House, 31 Soho Square, London W1V 5DG (Tel. 01-734 7471)

MANCHESTER:
The Lighting Exhibition—13-17 July 1975. At City Hall
* Apply: J. L. Tengwall, Decorative Lighting Assocation, Tyn-Pwll, Moelfre, Anglesey, North Wales LL72 8LN (Tel. (0248) 88 396).

Engineering, other

1974

LONDON:
6th International Diecasting Exhibition—29 October-1 November 1974. At Olympia
† Apply: Mack-Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Hertfordshire AL1 3XT (Tel. 56 63213).

LONDON:
European Engineering Components Exhibition—29 October-1 November 1974. At Olympia
Apply: Mack-Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Hertfordshire AL1 3XT (Tel. 56 63213).

MANCHESTER:
4th National Automated Production Exhibition—APEX '74—11-15 November 1974. At Belle Vue
* Apply: Exhibitions for Industry Ltd., 157 Station Road East, Oxted, Surrey RH8 0QE (Tel. 988 4371).

1975

LEICESTER:
INSPEX '75—6th National Engineering Inspection and Quality Control Exhibition—7-11 April 1975. At Granby Halls
† Apply: Business Conferences and Exhibitions (INSPEX) Ltd., 153 St. Paul's Wood Hill, Orpington, Kent BR5 2SR (Tel. 01-300 3200).

LONDON:
International Welding and Metal Fabrication Exhibition—21-26 April 1975. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands, B91 2BG (Tel. 021-705 6707).

GLASGOW:
6th International Materials Handling Exhibition—19-24 May 1975. At Kelvin Hall
† Apply: John R. Whall, Turret Press Ltd., 886 High Road, Finchley, London N12 9SB (Tel. 01-446 2411).

LONDON:
International Power Transmission Engineering Exhibition—1-5 June 1975. At Olympia
† Apply: Engineers Digest, 120 Wigmore Street, London W1H 0AS (Tel. 01-935 9357).

MANCHESTER:
National Wire Exhibition—2-6 June 1975. At Belle Vue
Apply: Mack-Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Hertfordshire AL1 3XT (Tel. 56 63213).

LONDON:
Control and Instrumentation Exhibition—2-4 September 1975. At West Centre Hotel
† Apply: Commercial Exhibitions and Publications Ltd., Exhibition Division, Riverside House, Hough Street, Woolwich, London SE18 6LR (Tel. 01-855 7001).

LONDON:
Dust Control and Air Cleaning Exhibition and Conference—16-19 September 1975. At Olympia
† Apply: Technology Exhibitions Ltd., 1 Katharine Street, Croydon CR9 1LB (Tel. 01-686 6339).

LONDON
International Filtration and Separation Exhibition—FILTECH—16-19 September 1975. At Olympia
† Apply: Filtech Exhibitions Ltd., 1 Katharine Street, Croydon CR9 1LB (Tel. 01-686 6339).

LEICESTER:
Assembly and Fastener Engineering Exhibition—21-24 October 1975. At Granby Halls
† Apply: Commercial Exhibitions and Publications Ltd., Exhibition Division, Riverside House, Hough Street, Woolwich, London SE18 6LR (Tel. 01-855 7001).

Foodstuffs, food machinery, hotel and catering equipment

1974

LONDON:
Meat Industry Exhibition and International Poultry Show—5-7 December 1974. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands, B91 2BG (Tel. 021-705 6707).

1975

LONDON:
Licensed Victuallers Trade and Catering Exhibition—21-24 April 1975. At Alexandra Palace, Wood Green
* Apply: The Morning Advertiser, 57 Effra Road, Brixton, London SW2 1DA (Tel. 01-733 3186).

HARROGATE:
National Meat Trades Fair—5-7 May 1975. At Exhibition Centre
† Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

LONDON:
Delicatessen International Exhibition—12-15 May 1975. At RHS New Hall, Westminster
† Apply: Delicatessen Exhibitions Ltd., 21 Park Square East, Regent's Park, London NW1 4LH (Tel. 01-935 8200).

LONDON:
International Confectionery, Tobacco and Newsagency Exhibition—CTN—20-23 May 1975. At Earls Court
* Apply: Retail Confectioners Association Publications and Exhibitions Ltd., Ashley House, 53 Christchurch Avenue, London N12 0DH (Tel. 01-445 6344).

LONDON:
9th International Exhibition for the Food and Allied Industries—Foodpack International—16-19 September 1975. At Earls Court
† Apply: B.P.S. Exhibitions Ltd., 4 Seaford Court, 220-222 Great Portland Street, London W1N 5HH (Tel. 01-388 2117).

LONDON:
International Bakers and Confectioners Exhibition—INTERBAKE '75—21-26 October 1975. At Olympia
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands, B91 2BG (Tel. 021-705 6707).

Footwear

1974

HARROGATE:
BBSI—ISMEX—International Shoe Machinery and Components Exhibition and Conference—30 October-2 November 1974. At Exhibition Centre
Apply: Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London EC2P 2DJ (Tel. 01-739 2071).

1975

BLACKPOOL:
17th International Slipper Fair—19-22 January 1975. At Savoy and Cliffs Hotels
* Apply: Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London EC2P 2DJ (Tel. 01-739 2071).

HARROGATE:
Autumn Shoes Exhibition—6-8 April 1975. At Exhibition Centre
* Apply: Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London EC2P 2DJ (Tel. 01-739 2071).

Furniture, furnishings, household equipment and hardware

1975

LONDON:
International Hardware Trades Fair—26-31 January 1975. At Olympia
* Apply: Universal Exhibitions Ltd., P.O. Box 43, High Wycombe, Buckinghamshire (Tel. (0494) 881891).

LONDON:
1975 International Furniture Show—2-9 February 1975. At Earls Court
* Apply: British Furniture Manufacturers Exhibitions Ltd., 17 Berners Street, London W1P 4DY (Tel. 01-580 5115).

LONDON:
Daily Mail Ideal Home Exhibition—4-29 March 1975. At Olympia
* Apply: Angex Ltd., Exhibition Department, Temple House, Temple Avenue, London EC4Y 0JA (Tel. 01-353 4000).

LONDON:
Decor International '75—International Contract Furnishing and Interior Design Exhibition—22-26 June 1975. At Olympia
* Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey SN4 5EB (Tel. 01-540 1101).

HARROGATE:
The Northern Floor Coverings Fair—2-5 September 1975. At Exhibition Centre
* Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands, B91 2BG (Tel. 021-705 6707).

Handicrafts

1975

LONDON:
23rd International Handicrafts and Do-it-Yourself Exhibition—22 August-6 September 1975. At Olympia
* Apply: A. J. Kreps, Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey CR9 2TA (Tel. 01-686 2599).

Hospital, medical, surgical and dental equipment

1975

LONDON-
British Dental Trade Association Exhibition—23-28 September 1975. At Alexandra Palace, N.22
Apply: The Organising Secretary, British Dental Trade Association, 14 Clifford Street, London W1X 1RD (Tel. 01-493 0844).

Jewellery and giftware

1974

LONDON:
Wholesale Buyer's Gifts Fair—24-28 November 1974. At Mount Royal Hotel
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

1975

BLACKPOOL:
International Gifts Fair—2-6 February 1975. At Winter Gardens, Talbot Road Hall, Golden Mile Centre, and Metropole Hotel
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

GLASGOW:
3rd Scottish Gifts Fair—9-13 February 1975. At Kelvin Hall
* Apply: P. H. Sweetser, Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

Leather, leather goods and fur

1975

LONDON:
Leathergoods, Luggage and Handbag Fair—19-22 January 1975. At RHS Halls, Westminster
* Apply: The Leather Institute, Leather Trade House, 9 St. Thomas Street, London, S.E.1 (Tel. 01-407 1582).

LONDON:
Leatherwear International—8-10 April 1975. At West Centre Hotel, S.W.6
* Apply: The Leather Institute, Leather Trade House, 9 St. Thomas Street, London, S.E.1 (Tel. 01-407 1582).

LONDON:
Leather Expo '75—6-8 May 1975. At Earls Court
* Apply: The Leather Institute, Leather Trade House, 9 St. Thomas Street, London, S.E.1 (Tel. 01-407 1582).

Motor vehicles, motor cycles and cycles

1974

LONDON:
International Motor Exhibition '74—16-26 October 1974. At Earls Court
* Apply: The Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21-24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

1975

LONDON:
SPEEDSHOW '75—International Racing Car Show—1-11 January 1975. At Olympia.
† Apply: S.M.M.T. Exhibition Department, Racing Car Show Joint Committee, 21/24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

LONDON:
International Racing and Sporting Motor-Cycle Show—4-11 January 1975. At RHS Halls, Westminster
* Apply: Herbert Daniel (Holdings) Ltd., 19 Compton Terrace, London N1 1RY (Tel. 01-226 7901).

GLASGOW:
1975 Scottish Motor Show—7-15 November 1975. At Kelvin Hall
† Apply: Scottish Motor Exhibition Committee, Scottish Motor Trade Association, 3 Palmerston Place, Edinburgh EH12 5AQ (Tel. 031-225 3643).

Office machinery and equipment

1975

LONDON:
Business Efficiency Exhibition—1-8 October 1975. At Olympia
† Apply: Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (Tel: 01-405 6233).

Packaging machinery and materials, including containers

1975

LEEDS:
Northpack '75—5th Northern Packaging Exhibition—18-21 March 1975. At Queens Hall
† Apply: Marketing Exhibitions Ltd., 113/23 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

Printing, stationery and printing machinery

1975

LONDON:
Statindex '75—Stationery Industry Exhibition—19-22 January 1975. At Grosvenor House, Park Lane
* Apply: British Stationery and Office Products Federation, 6 Wimpole Street, London W1M 8AS (Tel. 01-580 9256).

LONDON:
British National Printing Machinery Exhibition—2-6 June 1975. At Olympia
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands, B91 2BG (Tel. 021-705 6707).

Scientific instruments and nuclear equipment

1975

LONDON:
Labex International—Laboratory Apparatus and Materials Exhibition—14-18 April 1975. At Earls Court
† Apply U.T.P. Exhibitions Ltd., 117/123 King Street, London W6 9JG (Tel. 01-741 0303).

Ships and boats

1975

LONDON:
International Boat Show—1-11 January 1975. At Earls Court
* Apply: National Boat Shows Ltd., 31 Great Queen Street, London WC2B 5AD (Tel. 01-405 7481).

BIRMINGHAM:
The Birmingham Post-Evening Mail Midlands Boat and Leisure Life Exhibition—15 February-1 March 1975. At Bingley Hall
* Apply: Birmingham Boat Shows Ltd., 28 Colmore Circus, Birmingham B4 6AX (Tel. (021) 236 3366).

Sports goods and camping equipment, including caravans

1974

LONDON:
International Caravan and Camping Show—7-16 November 1974. At Earls Court
* Apply: Angex Ltd., Exhibition Department, Temple House, Temple Avenue, London EC4Y 0JA (Tel. 01-353 4000).

LONDON:
British Sports Trade Fair—10-13 November 1974. At RHS Old and New Halls, Westminster, S.W.1
* Apply: Mr. L. Holmes, Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London W1R 1TB (Tel. 01-437 7281).

1975

LONDON:
Camping and Outdoor Life Exhibition—1-12 January 1975. At Olympia
* Apply: Trades Exhibitions Ltd., Exhibition House, Spring Street, London W2 3RB (Tel. 01-262 2886).

Textiles and textile machinery

1974

LONDON:
International Domestic and Commercial Textiles Exhibition—DACTEX—27-31 October 1974. At Olympia
* Apply: Exhibition Managements Ltd., 159 Mortlake Road, Kew TW9 4AP (Tel. 01-876 8661).

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Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office
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Tel. (0463) 30867

Office for Wales
Government Buildings, Gabalfa, Cardiff CF4 4YL
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Tel. (0532) 443171. Telex 557470 DTI LEEDS

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Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. (0632) 27575. Telex 53178 DTI NTYNE

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Town Hall, Cockermouth, Cumbria CA13 9NP
Tel. (090-082) 3498/9. Telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Ladywood House, Stephenson Street, Birmingham B2 4DT
Tel. 021-632 4111. Telex 337021 DTI BHAM

East-Midlands Regional Office
Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. (0602) 46121. Telex 37143 DTI NOTTM

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The Pithay, Bristol BS1 2PB
Tel. (0272) 291071. Telex 44214 DTI BRISTOL

Northern Ireland Department of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. (0232) 34488. Telex 747025 GOVNI BELFAST

Toys and games

1975

HARROGATE:
26th Harrogate International Toy Fair—11-16 January 1975. At Exhibition Centre and Hotels
* Apply: Harrogate International Toy Fair Ltd., 8/9 Upper Street, Islington, London N1 0PP (Tel. 01-226 6653).

BRIGHTON:
22nd British International Toy Fair—25-29 January 1975. At Metropole Exhibition Centre
* Apply: J. A. Glanfield, British Toy Fairs (International) Ltd., Regent House, 89 Kingsway, London WC2B 6RS (Tel. 01-242 9158).

LONDON:
Amusement Trades Exhibition—28-30 January 1975. At Alexandra Palace, N.22.
* Apply: Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London WC2H 0ES (Tel. 01-930 2524).

Watches and clocks

1975

LONDON:
International Watch and Jewellery Trade Fair—14-18 September 1975. At Royal Lancaster Hotel
* Apply: Gay MacGoey, Exhibition Manager, Watchmaker, Jeweller and Silversmith, 40 Bowling Green Lane, London EC1R 0NE (Tel. 01-837 3636).

Other specialised fairs

1975

HARROGATE:
International Powder Technology and Bulk Solids Exhibition and Conference—18-20 February 1975. At Exhibition Centre
† Apply: The Lawson Organisation, Green Dragon House, 64 High Street, Croydon CR9 2UH (Tel. 01-686 5741).

LONDON:
Stampex 1975—25 February-1 March 1975. At RHS New Hall, Westminster
* Apply: Mr. Otto Hornung, The Philatelic Traders' Society Ltd., 27 John Adam Street, London WC2N 6HZ (Tel. 01-930 6466).

BRIGHTON:
International Oceanological Equipment and Services Exhibition—17-21 March 1975. At Metropole Exhibition Centre
† Apply: B.P.S. Exhibitions Ltd., 4 Seaford Court, 220/222 Great Portland Street, London W1N 5HH (Tel. 01-388 2117).

HARROGATE:
1975 British Pet Trade Fair—20-22 April 1975. At Exhibition Centre
* Apply: John Yates Publications, Pet Store Trader, Old Colony House, South King Street, Manchester M2 2DA (Tel. 061-834 8451).

LONDON:
International Vending Exhibition—AVAB—5-8 May 1975. At Olympia
† Apply: Automatic Vending Association of Britain, 31 Great Queen Street, London WC2B 5AA (Tel. 01-242 1446).

HARROGATE:
International Industrial Safety Trade Exhibition—20-22 May 1975. At Exhibition Centre
* Apply: Royal Society for the Prevention of Accidents, Royal Oak Centre, Brighton Road, Purley, Surrey CR2 2UR (Tel. 01-668 4272).

LONDON:
Grosvenor House Antiques Fair—11-21 June 1975. At Grosvenor House, Park Lane
* Apply: Miss M. Fox, Grosvenor House, Park Lane, London W1A 3AA (Tel. 01-499 6363).

LONDON:
INTER NAVEX '75—Audio Visual Aids Exhibition—8-11 July 1975. At Olympia
* Apply: National Committee for Audio-Visual Aids in Education, 33 Queen Anne Street, London W1M 0AL (Tel. 01-636 5742).

LONDON:
International Fire Exhibition and Conference—28 July-1 August 1975. At Olympia
Apply: Brintex Exhibitions Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

LONDON:
International Process Plant and Equipment Exhibition—8-12 September 1975. At Olympia
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands, B91 2BG (Tel. 021-705 6707).

HARROGATE:
25th Northern Antique Dealers' Fair—11-18 September 1975. At Royal Baths Assembly Rooms
* Apply: Northern Antique Dealers' Fair Ltd., 408 Leeds Road, Bradford BD3 9RE (Tel. (0274) 23223).

ABERDEEN:
Offshore Europe '75—16-19 September 1975. At Aberdeen University
† Apply: Miss E Barker Bennett, Offshore Services, 2 Fife Road, Kingston-upon-Thames, Surrey KT1 1TA (Tel. 01-549 3181).

LONDON:
IWIE—The International Woodworking Industries Exhibition—2-6 December 1975. At Olympia
† Apply: Woodworking Industries Exhibition Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

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For full information about eligibility and application forms, get in touch now with The Secretary, The Office of The Queen's Award to Industry, 1 Victoria Street, London SW1H 0ET. Telephone: 01-222 2277. Telex: 27366.

Please indicate whether your application will be in respect of exports or technological innovation or both.

The closing date for applications is 31st October, 1974.

authorised dealers in foreign exchange purporting to have powers to engage in banking activities and particularly issuing of documentary letters of credit to overseas companies/banks. To protect your nationals against the actions of these unscrupulous people, we list hereunder the names of duly authorised commercial banks officially licensed and recognised as authorised dealers with powers to undertake banking businesses as at 24 September 1974:

Name of authorised dealer	Head office address
1 African Continental Bank Ltd.	148 Yakubu Gowon St., PMB 2466, Lagos
2 Arab Bank Ltd.	Balogun Square, PO Box 1114, Lagos
3 Bank of India (Nigeria) Ltd.	36 Balogun Square, PO Box 1252, Lagos
4 Bank of America (Nigeria) Ltd.	138/146 Yakubu Gowon St., PO Box 2317, Lagos
5 Bank of the North Ltd.	PO Box 219, Kano
6 Barclays Bank of Nigeria Ltd.	Tinubu Square, PMB 12518, Lagos
7 Co-operative Bank Ltd.	New Court Road, Ibadan
8 Co-operative Bank of Eastern Nigeria Ltd.	Ikot Ekpene Road, PMB 1109, Aba
9 International Bank for West Africa Ltd	94 Yakubu Gowon St., PMB 12021, Lagos
10 Mercantile Bank Ltd.	1 Barracks Road, PMB 1084, Calabar
11 New Nigeria Bank Ltd.	Ring Road, PMB 1193, Benin City
12 National Bank of Nigeria Ltd.	82/86 Yakubu Gowon St., PMB 12123, Lagos
13 Nigerian Acceptances Ltd.	47 Marina, Lagos
14 Pan African Bank Ltd.	Liberation Drive, Port-Harcourt
15 Standard Bank Nigeria Ltd.	35 Marina, Lagos
16 United Bank for Africa Ltd.	97/105 Yakubu Gowon St., PO Box 2406, Lagos
17 Wema Bank Ltd.	52/54 Denton Street, PMB 1033, Ebute-Metta
18 United Dominion Trust Ltd.	40 Marina, PO Box 2413, Lagos
19 First National Bank of Chicago (Nigeria) Ltd.	Awolowo Road, S/W Ikoyi, PMB 12028, Lagos

CRE tel. 01-215 3064/3338

Mauritius

Port congestion

Further information has been received from the British High Commission Port Louis about port congestion in Mauritius (see *Trade and Industry*, 12 September 1974, page 551). The port warehouses have been cleared of a vast accumulation of unclaimed goods. In order to prevent a similar build-up, Customs have announced a sale by auction of some varied unclaimed items landed by vessels as recently as July this year. **OTAR ext. 471/472/473/362**

Seychelles

Customs tariff amendments

Statutory Instrument No. 49 of 1974, published in the *Seychelles Gazette*, 27 May 1974, amends schedule B of the customs tariff by the insertion of the following new item:

SCHEDULE B – EXEMPTIONS FROM IMPORT DUTY

19A Egg-packaging materials

Statutory Instrument No. 54 of 1974 published in the *Seychelles Gazette*, 5 June 1974, amends schedule A of the customs tariff by the deletion of item 39 and the substitution therefor of the following new item:

SCHEDULE A – RATES OF IMPORT DUTY

Description of goods	Duty how chargeable	Rates of duty General	Preferential
39 Tobacco:			
1 Unmanufactured	per kilo	47.95	40.15
2 Manufactured:			
(a) Cigarettes			
(i) in packets weighing not more than 85 grams (3 oz.)	per 100	10.60	7.40
(ii) in packets weighing more than 85 grams. (3 oz.)	per kilo	64.15	53.70
(b) Other	per kilo	54.70	45.85

OTAR ext. 471/473/473/462

Malaysia

Kerosene and diesel fuel

The Malaysian *Government Gazette* has published an amendment to the Customs Duties Order 1968.

The Customs Duties (Amendment) (No. 10) Order 1974 amends the First Schedule as follows:

> Delete the figures and words '5 cts. per gallon' and '20 cts. per gallon' in columns 5 and 6 against heading numbers 27.10 320, 27.10 410, 27.10 490, respectively, and insert the word 'Nil'.

Import duty is therefore no longer payable into West Malaysia on kerosene (except jet fuel) and diesel fuel when imported into Malaysia. Customs Duties (Penang) (Amendment) (No. 4) Order makes this also applicable to Penang. **OTAR ext. 469/401/468**

Thailand

Tincture opium camphor compound: amended regulations

The Thai Ministry of Public Health has announced that from 22 July 1974:

> Formulae with a mixture of tincture opium camphor compound not exceeding 2 ml. per dose, and
>
> Household remedies consisting of, or with a mixture of, tincture opium camphor compound,

have been exempted from the Ministry's list of dangerous medicines.

The Ministry of Public Health has also announced that from 10 March 1975, formulae containing a mixture of tincture opium camphor compound exceeding 2 ml. per dose must carry the following warning in the directions for use leaflet accompanying the medicine: 'Not for children less than 6 years of age and the aged'.

No further information is available. **OTAR ext. 401/468/469**

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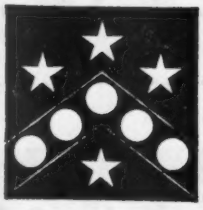

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Australia

Electric road vehicles

The Australian House of Representatives has tabled a report on electric cars designed for use in urban transport. The report, which was prepared by the Bureau of Transport Economics, recommends that the ideal battery powered car should be comparable to a conventional car in size, styling and, as far as possible, performance, and recognises that these vehicles would have considerable beneficial effects in reducing atmospheric pollution, traffic noise and reliance on petroleum based fuels. Ref. CRE 28118

CRE tel. 01-215 5318/5319

Western Samoa

Trade mark law

On 19 December 1972 the Trade Marks Act 1972 came into operation in Western Samoa. Its main feature is that it introduces a local system of registration: it provides for the registration of overseas trade marks. If a mark becomes registered under the local system the registration takes effect from the date of application. There is provision for opposition and for a right of appeal from the Registrar's decision. Registrations last for 14 years and are renewable for similar periods.

Under the new law owners of overseas trade mark registrations may apply to have their marks registered in Western Samoa within two years from the date of the overseas registration. These registrations continue in force only as long as the registration overseas remains in force. It should be noted that the 1972 Act provides a period until 19 December 1974 within which registration of an overseas trade mark registration of a date more than two years earlier than the date of the Act – 19 December 1972 – may be applied for in Western Samoa.

A copy of the new Act is available for consultation in the Chancery House Annexe of the Science Reference Library (Holborn Branch), Chancery House, Chancery Lane, London WC2A 1AY.

Canada

Imaged silk screens for carpet manufacture: 'Made in Canada' ruling

The Canadian authorities have announced the transfer of imaged silk screens prepared for the production of screen printed carpets from the category of a class or kind not made in Canada to that of a class or kind made in Canada. Effective date: 28 October 1974.

OTAR ext. 455/456/457

United States

Frozen peas: standards

The *Federal Register*, 19 September 1974, published confirmation of an order establishing Standards of Identity and Quality. A copy of the text is available. **OTAR ext. 456/457/7312**

Jamaica

Air-conditioners and waterheaters: retail sales tax

The Jamaican authorities by the Retail Sales Tax No. 2 Order of 28 August 1974 have reduced the sales tax on air conditioning units and water heaters (electrical, gas or other) from 75 per cent to 10 per cent. **OTAR ext. 7312/456/457**

Dry cereals: import licensing

The Jamaican authorities in Notice No. 2915 of 11 September 1974, have advised that import licences will be issued for a limited quantity of dry cereal. Such quotas will be calculated against traders previous performances for the calendar year 1973.

OTAR ext. 7312/456/457

Registered trade marks

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Brazil

Printing materials: duty exemption

Brazilian Customs Policy Council Resolution 2212 published on 30 July 1974 exempts publishing firms from import duty on certain goods, which have no Brazilian similar, falling under the following headings of the Brazilian customs tariff:

37.01.02.00	39.01.04.99	48.01.99.00	84.34.05.99
37.01.03.00	40.08.99.00	48.15.99.00	84.34.90.00
37.03.01.00	45.02.99.00	84.34.05.04	85.20.06.00
37.05.99.00	45.04.01.99	84.34.05.07	85.20.99.00

OTAR ext. 474/476

Low density polyethylene: duty exemption

Brazilian Customs Policy Council Resolution 2211 published on 8 August 1974 reintroduces the duty exemption granted under Resolution 1902 on low density polyethylene (heading 39.02.02.02 of the Brazilian customs tariff), previously revoked by Resolution 2203 of 25 June 1974. The exemption lasts until 20 June 1975.

OTAR ext. 474/476

Venezuela

Registration of foreign investments and technology contracts

The Venezuelan regulations governing foreign investment and the registration of technology contracts were covered by decrees 62 and 63 dated 29 April 1974. The Superintendency of Foreign Investments has now issued instructions and application forms for the registration of foreign investments existing in Venezuela as at 31 December 1973 and for the registration of technology contracts existing prior to 29 April 1974. In both cases the deadline for registration is 29 October 1974.

CRE tel. 01-215 5288

Chile

Exchange rates

The changes in exchange rates announced by the Chilean Central Bank to take effect from 27 September 1974 are as follows:

'Bank' rate raised from 1,050 escudos to 1,100 escudos per US dollar.

'Brokers' rate raised from 1,110 escudos to 1,180 escudos per US dollar.

CRE tel. 01-215 5289

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Colombia

Import guarantees

The Monetary Board of the Republic of Colombia has issued regulation 48 of 1974 under its legal faculties, especially those granted by decree-law 444 of 1967. The resolution, which took effect the date of issue (2 August 1974), resolves:

Article 1. The requirement of individual or blanket guarantees with a pledge and penalty clause as per Resolutions 14 and 23 of 1974, to ensure payment of the total value shown on the import registrations, shall not be applicable to imports made by the nation, provinces, municipalities and decentralised agencies at a national, provincial and municipal level.

Article 2. In the case of imports subject to advance deposit of 40 per cent of the total value of the covering import registration, which may be higher at the option of the importer, the individual or blanket guarantees shall be set up for 10 per cent of the value not deposited.

As for imports by the private sector which are exempt from advance deposit these guarantees shall be set up for 10 per cent of the total value of the import registration.

Further inquiries to OTAR Section, EDB ext. 474/476.

OTAR ext. 474/476

Uruguay

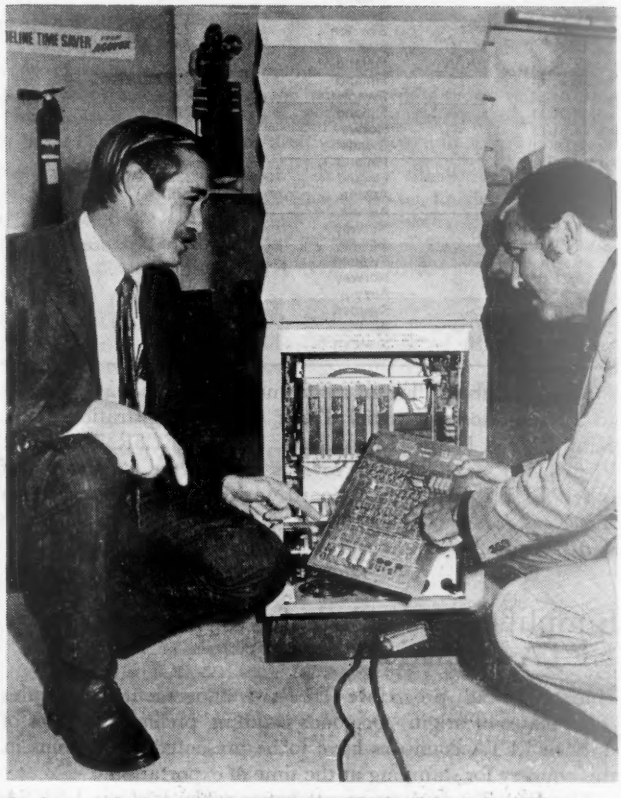
Rates of exchange

Under the liberalisation policies of the Uruguayan Minister of Economy and Finance, the Government has freed the financial rate for foreign exchange. After this move, the last quotation in the Financial market on 30 September was 5,605 pesos to £1 buying. No selling rate was quoted.

This move does not affect the commercial rate, which continues to be fixed by the Government. On 3 October, this rate was:

Buying Uruguayan pesos 3,189 equal £1.

Selling Uruguayan pesos 3,239 equal £1. **CRE tel. 01-215 5287**



An Agovox Code-Line Teledictation unit, one of several awaiting shipment to Australia, at the Norwich factory of Agovox Ltd. Max Murray (left), technical service manager of Audio Typing Equipment Co., Agovox distributors in Australia, is seen with Michael Bye, chief executive of Agovox. Mr. Murray was in the UK to see Agovox manufacturing and servicing techniques, customer training methods and technological developments. Among the latest customers for the Agovox Code-Line centralised dictation system is the Australian airline Qantas.

European Community

Tariff quotas 1974 – exhaustions

HM Customs have stated that the United Kingdom's share of the following EEC tariff quotas have been exhausted:

UK tariff heading	Item	HM customs serial no. (Part eleven of the UK tariff)
08.05	Hazel nuts from Turkey (see *Trade and Industry* 24 January 1974)	1111
ex 15.12 BIIIa)	Fat and oils wholly obtained from fish or marine mammals etc (see *Trade and Industry* 11 April 1974)	1146
CIIIa) 1 ex 22.05 CIIIa) 2aa CIV a) 1 CIV a) 2aa	Madeira from Portugal (see *Trade and Industry* 24 January 1974)	1286

The following United Kingdom tariff quotas for imports of paper and board and printed products from individual EFTA countries and Finland (see *Trade and Industry* 25 October 1973) have also been exhausted:

Item	Country of origin	HM customs serial no.
ex 48.01 CII	Sweden	2001
ex 48.01 CII	Sweden	1898
ex 48.01 CII	Finland	1979
ex 48.01 CII	Sweden	1871
ex 48.01	Sweden	2346
ex 48.01	Sweden	2311
ex 48.01 EI	Finland	2249
ex 48.01 EI	Finland	2257
ex 48.01 EI	Sweden	2354
ex 48.01 EI	Finland	2265
ex 48.01 EI	Norway	2273
ex 48.01 EII	Sweden	2443
ex 48.01 EII	Finland	2397
ex 48.01 EII	Finland	2389
ex 48.01 EII	Austria	2362
ex 48.01 EIIb)	Austria	2117
ex 48.01 EIIb)	Norway	2087
ex 48.01 EIIb)	Norway	2133
48.04	Sweden	2567
48.07 B	Norway	2788
ex 48.07 BI c)	Austria	2591
48.15 B	Sweden	2834
48.15 B	Austria	2796
ex Chapter 48	Sweden	2982

Inquiries about current tariff quota balances may be made to HM Customs, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, Tel: 01-626 1515 ext 2570. (Previous notices on exhaustion of other EFTA paper and board tariff quotas appeared in *Trade and Industry* of 28 February, 28 March, 2 May, 13 June and 18 July.

Simplified procedure for exports to EFTA countries

Under normal procedure EUR. 1 movement certificates (certificates of origin) for goods claiming preferential rates of duty in EFTA countries have to be presented to Customs in this country for stamping at the time of exportation.

The Free Trade Agreements between the EEC and EFTA countries have now been amended to allow approved exporters to use movement certificates already stamped with the Customs authenticating stamp. Such pre-authenticated certificates may be completed and despatched with the invoices for the goods, thus obviating possible delay to or loss of certificates in transit.

Exporters who wish to apply for approval should write to

International Customs Division E Branch 4
Room 117
HM Customs and Excise
Adelaide House
London Bridge
London EC4R 9DB

If Customs are satisfied that the goods being exported qualify for the issue of movement certificates and that proper arrangements for custody and correct completion of the certificates will be made approval will be given. It is regretted that applications cannot be approved for exporters who use less than 50 certificates a year.

EEC Information Unit

The EEC Information Unit helps firms of all types and sizes by answering general questions about the effects of entry into the EEC and by guiding them where necessary to more specialised information sources. New customers are always welcome, particularly firms new to EEC questions.

The unit's address is: EEC Information Unit, 1 Victoria Street, London SW1H 0ET. Tel: 01-215 4301 (six lines).

Statistics and the European Communities

The report of the Statistics Users' Conference held at the Royal Society in March 1974 on the effect on British statistics of our entry into the European Common Market is now available. The report contains 153 pages and includes papers by Professor C. T. Saunders, Head of the University of Sussex Centre for Contemporary European Studies, Mr. J. Mayer, Director General of the Statistical Office of the European Communities, and five papers from leading members of the Government Statistical Service. There is also a series of User Case Studies – an Industrial, highlighting the experience of a company engaged in industrial market research, a Trade Association and a Trade Union. The Use of Statistics in Social Economic Planning is covered in a paper from the Commission of the European Communities.

The Conference was attended by 110 users of statistics and 40 members of the Government Statistical Services and the Statistical Office of the European Communities. A full report of the discussions that followed each paper is given in the report.

The Conference was held under the auspices of OPUS – Organisation of Professional Users of Statistics, a co-ordinating committee representing the Industrial Marketing Research Association, Institute of Statisticians, Market Research Society, Society of Business Economists and Society of Investment Analysts. This was the fifth in the series of annual conferences at which the Government statisticians meet the users of statistics.

Copies of the report are available price £3.00 including UK postage and packing from: Ian Maclean, IMAC Research, Lancaster House, More Lane, Esher, Surrey. Postage to Europe £1.00 extra.

New EC Legislation

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Oils, fats and oilseeds. Regulation (EEC) 2447/74 amending Regulation (EEC) 2637/70 as regards the application of the systems of import and export licences in the olive oil sector. (*Official Journal* L262, 28 September 1974)

Milk and milk products. Regulation (EEC) 2472/74 laying down special detailed rules for the export of skimmed-milk powder and butter to Canada and Mexico and amending Regulation (EEC) 2500/73. (*Official Journal* L264, 1 October 1974)

Sugar. Regulation (EEC) 2476/74 amending Article 9 (6) of Regulation (EEC) 1009/67/EEC on the common organisation of the market in sugar. The text of Article 9 (6) is replaced by the following:

'A produced refund may be granted on the products listed in Article 1 (1) (a) and the syrups containing sucrose listed in Article 1 (1) (d), used in the manufacture of certain products of the chemical industry.' (*Official Journal* L264, 1 October 1974)

Regulation (EEC) 2477/74 amending Articles 1 and 4 of Regulation (EEC) 765/68 laying down general rules for the production refund on sugar used in the chemical industry. (*Official Journal* L264, 1 October 1974)

Regulation (EEC) 2478/74 amending Article 4 of Regulation (EEC) 835/68 as regards the period of validity of the production refund certificates in respect of sugar used in the chemical industry by the addition of the following:

'However, the refund certificates for which the application has been lodged before 20 September 1974 shall be valid from the day of issue to the end of the seventh month following the month of issue.' (*Official Journal* L264, 1 October 1974)

Regulation (EEC) 2479/74 amending Regulation (EEC) 2637/70 as regards the application of the system of import and export licences in the sugar sector by the addition of an Article 32b as follows:

'By derogation from the third indent of paragraph 3 of Article 4 of Regulation (EEC) 1373/70 no licence shall be required for the purposes of operations relating to a quantity not exceeding 100 kilogrammes.' (*Official Journal* L264, 1 October 1974)

HARMONISATION OF LEGISLATION: The *Official Journal of the European Communities* C104, 13 September 1974, contains the draft texts of the following proposed directives.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

Road and rail transport tanks. Proposal for a Directive on the approximation of the laws of the Member States concerning road and rail transport tanks used as measuring containers.

Gas cylinders. Proposal for a Directive on the approximation of the laws of the Member States relating to welded unalloyed steel gas cylinders.

Proposal for a Directive on the approximation of the laws of the Member States relating to seamless aluminium alloy gas cylinders.

Motor vehicles and trailers. The *Official Journal of the European Communities* C113, 25 September 1974, contains the draft texts of the following proposed Directives.

Proposal for a Directive on the approximation of the laws of the Member States relating to the installation of lighting and light-signalling devices on motor vehicles and trailers.

Proposal for a Directive concerning the approximation of the laws of the Member States relating to statutory plates and inscriptions for motor vehicles and their trailers, and their location and method of fixing.

Proposal for a Directive modifying Directive 70/157/EEC on the approximation of the Laws of the Member States relating to the permissible sound level and the exhaust system of motor vehicles.

It should be noted that the texts of these Directives when finally approved may differ from the draft texts referred to above.

Further information: Department of Industry, Standard Weights and Measures Division, Branch 3, 26 Chapter Street, London SW1P 4NS, tel. 01-834 7032 ext. 44 (road and rail transport tanks).
Department of Industry, MMEPT Division, Branch 3, Millbank Tower, Millbank, London SW1P 4QU, tel. 01-834 4422 ext. 665 (gas cylinders).
Department of Industry, Mechanical Engineering Division, Abell House, John Islip Street, London SW1P 4LN, tel. 01-834 4422 ext. 719 (motor vehicles and trailers).

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757 ext. 368 or Telex No. 886143).

Write or phone the Specialists:
A. C. SHAW (EXPORT) SALES CO. LIMITED
127 Cheapside, London EC2V 6DH. Tel. 01-606 9417/8 8567 for by return delivery of
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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,404	9,223	2,130	2,089	series in £ million				series in £ million		
1969	99	98	98	95	92	416		42	33	445	−143	588
1970	100	100	100	100	100	257	324	68	−23	692	−9	701
1971	101	103	100	94	102	−7	−126	52	−4	1,093	285	808
1972	104	109	102	85	115	−394	−205	48	3	114	−677	791
1973	109	114	107	90	121	627	374	32	242	−1,210	−2,375	1,165
1971 4th qtr.	102	105	101	90	103	—	−37	3	17	248	60	188
1972 1st qtr.	101	106	103	90	107	−131	−62	17	−16	71	−121	192
2nd qtr.	104	108	102	84	115	−100	−106	1	38	112	−64	176
3rd qtr.	104	110	102	82	115	−83	−42	6	−13	−116	−284	163
4th qtr.	106	111	102	83	123	−80	7	24	−6	+2	−208	210
1973 1st qtr.	109	115	109	89	126	242	146	11	32	−184	−351	167
2nd qtr.	109	113	102	86	112	188	61	−9	163	−195	−399	204
3rd qtr.	110	114	109	91	120	102	68	6	22	−274	−606	332
4th qtr.	109	114	108	94	124	95	99	24	25	−557	−1,019	462
1974 1st qtr.	106	112	109	98	111	−265	−100	8	−73	−985	−1,286	301
2nd qtr.				99	106		105	38	17	−1,051	−1,361	310
% change last 2 qtrs. on prev. 2 qtrs.	−1.7	+0.1	+2.6	+6.6	−11.1							
on a year earlier	N/C	+3.0	+2.6	+12.9	−8.8							

	Index of industrial production		Personal expenditure		Prices and costs					Labour				Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices: Index‡	% increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students: mid-month count	% of total employees	Unfilled vacancies for adults: mid-month count		Exports	Imports
				monthly averages										monthly averages	
Base of index	1970	1970	1971		Jan 16, 1962		1970	1970	July 31, 1972					Series in	
£m in base year			15,895	thousands						thousands		thousands		£ million	
1970	100.0	100.0	99.0	91.4	140.2	6.4	100.0	100.0	78.5	568	2.5	186		658	659
1971	100.4	99.6	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129		733	709
1972	102.4	102.0	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145		761	818
1973	109.8	110.3	110.7	137.3	179.4	9.2	144.4	123.2*	115.5	581	2.6	304		953	1,151
1972 3rd qtr.	103.0	102.4	107.2	139	165.4	6.5	109.4	115.6	102.2	808	3.6	147		684	779
4th qtr.	105.9	105.7	109.5	144	169.4	7.7	115.6	118.0	107.8	750	3.3	179		871	940
1973 1st qtr.	109.8	109.7	111.8	152	172.4	8.0	126.0	119.5	108.8	667	2.9	228		878	995
2nd qtr.	109.4	109.8	108.0	136	177.9	9.3	133.3	120.1*	112.6	605	2.6	289		931	1,064
3rd qtr.	110.7	111.4	110.5	143	180.2	9.2	150.8	124.2	118.4	562	2.5	334		995	1,197
4th qtr.	109.5	110.4	112.3	119	186.8	10.3	167.6	129.1	120.9	489	2.2	364		1,008	1,348
1974 1st qtr.	103.7	105.8	110.1	103	101.4†	12.9	214.3	138.4	124.9	543	2.4	285		1,124	1,553
2nd qtr.	108.5	109.7	107.1	104	107.5	15.8	215.8	148.9	130.8	552	2.4	309		1,283	1,737
1973 July	110.9	111.5	110.6	147	179.7	9.4	145.3	122.7	116.0	581	2.6	324		961	1,145
Aug.	110.5	111.3	110.8	153	180.2	8.9	152.5	124.1	119.7	563	2.5	330		980	1,206
Sept.	110.8	111.6	110.2	129	181.8	9.3	154.7	125.8	120.0	542	2.4	349		1,043	1,239
Oct.	111.4	112.0	111.7	127	185.4	9.9	161.7	127.7	120.3	512	2.3	363		982	1,385
Nov.	110.4	111.7	112.3	126	186.8	10.3	166.0	129.0	121.0	486	2.2	368		1,022	1,304
Dec.	106.6	107.5	112.9	103	188.2	10.6	175.1	130.6	122.0	470	2.1	362		1,019	1,354
1974 Jan.	101.5	102.5	109.5	93	191.8	12.0	210.7	134.1	123.7	535	2.4	304		1,012	1,391
Feb.	103.3	106.8	110.3	109	101.7†	13.2	215.1	138.5	124.7	549	2.4	278		1,153	1,599
Mar.	106.3	108.1	110.4	106	102.6	13.5	217.0	142.2	126.4	545	2.4	274		1,208	1,675
Apr.	108.1	109.5	107.9	96	106.1	15.2	217.4	146.3	127.1	546	2.4	297		1,255	1,662
May	108.1	108.9	105.4	105	107.6	15.9	216.0	148.9	130.9	548	2.4	314		1,270	1,747
June	109.3	110.8	108.1	111	108.7	16.5	213.9	151.1	135.5	561	2.5	317		1,325	1,802
July	110.0	111.1	109.5	105	109.7	17.1	214.6	153.5	138.0	582	2.6	317		1,328	1,805
Aug.	110.5	112.4	111.5	103	109.8	16.9	217.3	155.7	143.5	606	2.7	298		1,379 p	1,698 p
Sept.			112 p	116			216.5	158.1		612 p	2.7	303 p			
% change latest 3 months on prev. 3 months	+2.3	+2.4	+3.6	+7.0	+3.7		−0.1	+4.6	+8.5	+8.6		−1.0		+8.0	+4.3
on a year earlier	−0.5	−0.1	−0.4	−24.7	+16.8		+43.3	+25.4	+18.7	+6.7		−8.4		+40.0	+53.8

(‡) Not seasonally adjusted. (§) On a balance of payments basis. * After April 1973, affected by changes due to VAT. † Base of index Jan 1974 = 100.

Retail sales: provisional estimates for September

Volume

The provisional estimate of the seasonally adjusted index of the volume of retail sales in September is 112 (1971 = 100), slightly above the August figure.

Following the recovery in the volume of trade during the period June to August, the provisional estimate suggests that the August level of trade has been maintained in September. The recovery had stemmed, probably, from a number of factors, including the increase in pensions, the threshold payments and the cut in the rate of Value Added Tax. The effect of these factors on the volume of trade in September is likely to have been broadly similar to that in August.

With the recent recovery in trade, the average volume of retail sales in the third quarter was around 2 per cent above the average level in the first half of the year, when trade was relatively depressed, and a little below the average level in the second half of last year.

Taking the first three quarters of the year together, the average volume of sales was ¾ per cent below the average level in the corresponding period of 1973.

Value

Based on non-seasonally adjusted data, the *provisional* estimate of the value of retail sales in September shows a rise of 19 per cent compared with September last year. On the longer term comparison, the cumulative value of sales in the first three quarters of this year was 15 per cent above the corresponding period last year.

Retail sales: Volume Seasonally adjusted index (1971 = 100)		Retail sales: Value Not seasonally adjusted – percentage change compared with a year earlier	
1973 1st quarter	111.8	1973 1st quarter	+16
2nd quarter	108.0	2nd quarter	+12
3rd quarter	110.5	3rd quarter	+12
4th quarter	112.3	4th quarter	+13
1974 1st quarter	110.1	1974 1st quarter	+11
2nd quarter	107.2	2nd quarter	+15
3rd quarter	111.1 (prov.)	3rd quarter	+18 (prov.)
1973 June	110.1	1973 June	+13
July	110.6	July	+12
August	110.8	August	+12
September	110.2	September	+13
1974 June	108.1	1974 June	+15
July	109.5	July	+16
August	111.5	August	+18
September	112.0 (prov.)	September	+19 (prov.)

Notes

Provisional figures: the volume index is given to the nearest ¼ per cent. The percentage increase in value compared with a year earlier is given to the nearest whole number.

A detailed note on the method of computation of the provisional estimates was published in *Trade and Industry* on 21 February 1974.

The provisional figures are made available by press notice in advance of this article. The final figures for September will be published in a press notice on Monday, 4 November.

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Jordans

Symbols used in all statistical tables

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
• fifty-three week period

Index of retail sales in Northern Ireland

The seasonally adjusted index of retail sales in Northern Ireland for July was 179 (1965 = 100), 17 per cent more than in July 1973.

After allowing for price changes, the total volume of sales in July showed a decrease of 1 per cent on a year earlier.

The seasonally adjusted index numbers of the value of sales in July and percentage increases on a year earlier for the main groups of traders are shown below. More detailed information can be obtained from the Department of Commerce, Index of Retail Sales, 21 Linenhall Street, Belfast BT2 8BZ (tel. Belfast (0232) 28081, ext. 140).

	July 1974		
Sales by:	Sales in 1965 – £m	Seasonally adjusted value index numbers 1965 = 100	Percentage increases
All kinds of business	219	179	17
Food shops	97	186	22
Non-food shops	122	172	13
Of which:			
Clothing and footwear shops	36	171	20
Durable goods shops	21	177	—
Miscellaneous non-food shops	43	189	15
Department and general stores	22	143	13

Provisional estimates of vehicle production and new car registrations in September

Tables 1 and 2 show United Kingdom vehicle production as estimated from provisional returns supplied by the major manufacturers.

Table 3 shows provisional estimates of new car registrations. These are based on data provided by the Department of the Environment for a sample of local authority areas.

TABLE 1 Estimated UK vehicle production in July 1974

Thousands

	Cars		Commercial vehicles	
	Month	Weekly average	Month	Weekly average
Estimated output:				
1974 (5 weeks ended 28 Sept.)	101,000	20,200	36,000	7,200
1973 (5 weeks ended 29 Sept.)	133,875	26,775	38,851	7,770
Percentage change		−25		−7

TABLE 2 UK vehicle production: Monthly averages seasonally adjusted

Thousands

	1973		1974					Average of		
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	July	Aug.	Sept.	Apr./ June 1974	July/ Sept. 1974	% change
Cars	148	149	118	138	153	150	96 p	138	133	−4
Commercial vehicles	37.5	33.6	28.8	33.9	40.7	38.5	34.1 p	33.9	37.8	+11

TABLE 3 New car registrations

Thousands

	1973		1974						Per cent change latest 3 months on previous 3 months
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	July	Aug.	Sept.	
Recorded	438	302	327	330	330	91	134	105 p	
Seasonally adjusted	429	356	308	312	323	105	102	116 p	+4

p = provisional.

Current account of the United Kingdom balance of payments for September

In September 1974 the current account is estimated to have been in deficit by £273 million. The deficit on trade in goods was £378 million, seasonally adjusted, of which £301 million was accounted for by the deficit on trade in oil (that is, petroleum and petroleum products – for details see Table 9). The balance on services and other current transactions is estimated to have been running at a monthly surplus of about £105 million.

In the third quarter of 1974 the current account deficit averaged £287 million a month compared with £350 million a month in the previous quarter.

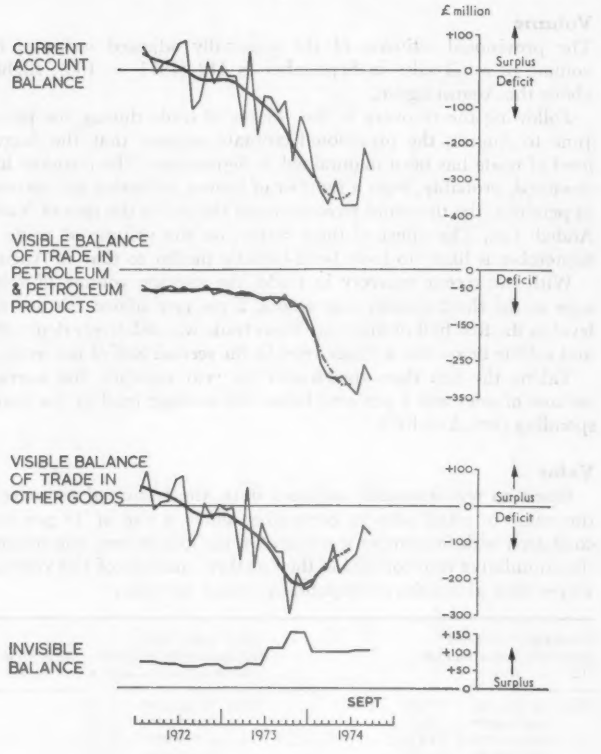
£ million per month seasonally adjusted

	Current balance	Visible balance: Trade in goods: Petroleum and petroleum products	Visible balance: Trade in goods: Other goods	Visible balance: Trade in goods: Total	Invisible balance: Services and other current transactions
1973 1st qtr.	− 49	− 62	− 55	−117	+ 68
2nd qtr.	− 63	− 75	− 58	−133	+ 70
3rd qtr.	− 97	− 78	−124	−202	+105
4th qtr.	−221	−100	−240	−340	+119
1974 1st qtr.	−329	−240	−189	−429	+100
2nd qtr.	−350	−306	−147	−453	+103
3rd qtr.	−287	−303	− 89	−392	+105*
April	−304	−300	−107	−407	+103†
May	−374	−295	−182	−477	+103†
June	−373	−322	−155	−477	+104†
July	−372	−345	−132	−477	+105*
August	−216	−264	− 57	−321	+105*
Sept.	−273	−301	− 77	−378	+105*

* These figures are projections and are subject to revision as the relevant statistical information becomes available.

† One third of the appropriate calendar quarter's estimate. Monthly figures of invisibles are not available.

ANALYSIS OF THE CURRENT ACCOUNT OF THE UNITED KINGDOM BALANCE OF PAYMENTS



Visible trade

(a) Summary. In September, there was a deficit on visible trade of £378 million seasonally adjusted: the value of exports was £1,417 million and the value of imports was £1,795 million. The deficit was £57 million higher than the deficit of £321 million in August which was substantially below the levels of the previous few months.

In the third quarter, the visible trade deficit averaged £392 million a month compared with a monthly average of £453 million in the

Services to exporters

The following Government offices provide services for UK exporters

Headquarters

Export Services and Promotions Division
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Office for Scotland
314 St. Vincent Street, Glasgow G3 8XF
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office
Caledonia House, 63/67 Academy Street, Inverness IV1 1LU
Tel. (0463) 30867

Office for Wales
Government Buildings, Gabalfa, Cardiff CF4 4YL
Tel. (0222) 62131. Telex 49267 DTI CARDIFF

Yorkshire and Humberside Regional Office
Priestley House, 1 Park Row, Leeds LS1 5LF
Tel. (0532) 443171. Telex 557470 DTI LEEDS

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. (0632) 27575. Telex 53178 DTI NTYNE

Cumberland and Westmorland District Office
Town Hall, Cockermouth, Cumbria CA13 9NP
Tel. (090-082) 3498/9. Telex 64173 DTI COCKERMOUTH

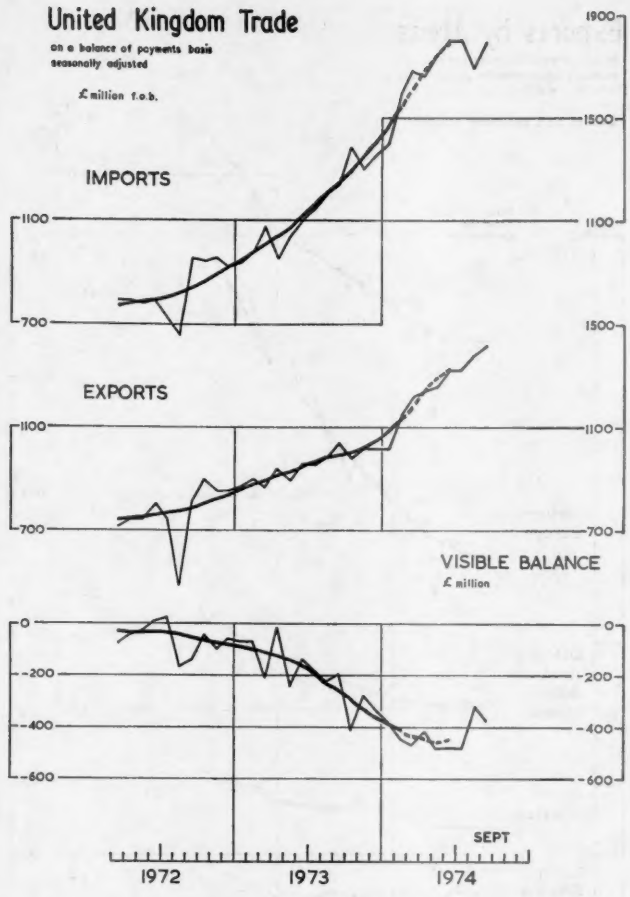
North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Ladywood House, Stephenson Street, Birmingham B2 4DT
Tel. 021-632 4111. Telex 337021 DTI BHAM

East-Midlands Regional Office
Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. (0602) 46121. Telex 37143 DTI NOTTM

South-Western Regional Office
The Pithay, Bristol BS1 2PB
Tel. (0272) 291071. Telex 44214 DTI BRISTOL

Northern Ireland Department of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. (0232) 34488. Telex 747025 GOVNI BELFAST



second quarter. Between these periods the oil trade deficit was little changed whereas the non-oil trade deficit improved from £147 million a month to £89 million a month.

In the three months ended August (the latest period for which information is available) there was a fall of 1 per cent in the volume of both exports and imports compared with the three months ended May. Export prices however rose more rapidly than import prices and as a result the terms of trade (excluding fuels) improved by 3 per cent between these three monthly periods.

(b) Exports. The value of exports in September was £1,417 million seasonally adjusted on a balance of payments basis.

In the third quarter of this year exports averaged £1,374 million a month, 7 per cent higher than in the previous quarter. Between the two quarters exports to Western Europe increased by 7 per cent

TABLE 1 (a) Visible trade on balance of payments basis

Seasonally adjusted values — £ million per month

	Exports (fob)	Imports (fob)	Visible balance
1972	761	818	− 57
1973	953	1,151	−198
1972 1st quarter	726	766	− 40
2nd quarter	764	786	− 22
3rd quarter	684	779	− 95
4th quarter	871	940	− 69
1973 1st quarter	878	995	−117
2nd quarter	931	1,064	−133
3rd quarter	995	1,197	−202
4th quarter	1,008	1,348	−340
1974 1st quarter	1,124	1,553	−429
2nd quarter	1,283	1,737	−453
3rd quarter p	1,374	1,766	−392
April	1,255	1,662	−407
May	1,270	1,747	−477
June	1,325	1,802	−477
July	1,328	1,805	−477
August r	1,378	1,699	−321
March p	1,417	1,795	−378

p Provisional estimates. r Revised estimates

TABLE 1 (b) Invisible Trade†

Seasonally adjusted values — £ million per month

	Credits	Debits	Invisible balance
1972	507	441	+ 66
1973	664	567	+ 97
1972 1st quarter	494	423	+ 71
2nd quarter	493	428	+ 65
3rd quarter	509	448	+ 61
4th quarter	532	465	+ 67
1973 1st quarter	583	527	+ 56
2nd quarter	624	556	+ 68
3rd quarter	685	574	+111
4th quarter	765	611	+154
1974 1st quarter	791	691	+100
2nd quarter	772	669	+103
July			+105*
August			+105*
September			+105*

† See note 1 (g).
* These figures are projections and are subject to revision as the relevant statistical information becomes available.

TABLE 2 Exports

Seasonally adjusted values § — £ million per month

	Overseas trade statistics basis (fob)	Coverage adjustments	Balance of payments basis (fob)
1972	812	− 51	761
1973	1,038	− 85	953
1972 1st quarter	773	− 48	726
2nd quarter	813	− 49	764
3rd quarter	733	− 49	684
4th quarter	929	− 59	871
1973 1st quarter	945	− 68	878
2nd quarter	1,005	− 73	931
3rd quarter	1,084	− 89	995
4th quarter	1,117	−110	1,008
1974 1st quarter	1,215	− 91	1,124
2nd quarter	1,377	− 94	1,283
3rd quarter p	1,491	−117	1,374
April	1,347	− 92	1,255
May	1,374	−104	1,270
June	1,411	− 85	1,325
July	1,448	−120	1,328
August r	1,489	−111	1,378
September p	1,536	−119	1,417

§ Components and totals are rounded independently.
p Provisional estimates. r Revised estimates.

TABLE 3 Imports

Seasonally adjusted values § — £ million per month

	Overseas trade statistics basis (cif)	Adjustments to balance of payments basis: Freight insurance and other valuation adjustments	Adjustments to balance of payments basis: Coverage adjustments ‡	Balance of payments basis (fob)
1972	928	− 86	−24	818
1973	1,321	−114	−56	1,151
1972 1st quarter	877	− 81	−30	766
2nd quarter	891	− 86	−19	786
3rd quarter	888	− 82	−27	779
4th quarter	1,057	− 94	−23	940
1973 1st quarter	1,130	−102	−33	995
2nd quarter	1,226	−110	−52	1,064
3rd quarter	1,388	−118	−73	1,197
4th quarter	1,541	−128	−65	1,348
1974 1st quarter	1,767	−144	−70	1,553
2nd quarter	1,980	−146	−96	1,737
3rd quarter p	1,998	−147	−84	1,766
April	1,900	−145	−93	1,662
May	1,988	−148	−92	1,747
June	2,051	−145	−104	1,802
July	2,060	−150	−105	1,805
August r	1,936	−145	− 92	1,699
September p	1,997	−146	− 56	1,795

§ Components and totals are rounded independently.
‡ Including adjustments for arrivals of and payments for United States military aircraft etc. up to the end of 1972. p Provisional estimates. r Revised estimates.

(with delivieries to the EEC 4 per cent higher) and those to the Sterling Area outside Europe by 10 per cent. Shipments to North America rose by 6 per cent, while those to the rest of the world in aggregate were 9 per cent higher.

Exports of manufactured goods increased by 10 per cent between the second and third quarters of this year while shipments of non-manufactures rose by 2 per cent. Within manufactures there were widespread increases among the major commodity groups. Exports of machinery increased by 14 per cent, road motor vehicles by 10 per cent and there was a large rise of 32 per cent in the delivieries of other transport equipment which includes ships and aircraft and is a volatile series. Exports of chemicals and metals and miscellaneous metal manufactures were both higher in value in the latest three month period, by 12 per cent and 10 per cent respectively: in contrast exports of textiles fell by 5 per cent.

(c) Imports. The value of imports in September was £1,795 million, seasonally adjusted on a balance of payments basis.

In the third quarter, imports averaged £1,766 million a month, 2 per cent higher than in the previous quarter. Between these quarters, the value of oil imports fell by 2 per cent while imports of other goods rose by 3 per cent. Among the major commodity groups, imports of food, beverages and tobacco rose by 3 per cent. Imports of industrial materials were 2 per cent higher, with chemicals rising by 14 per cent, while shipments of basic materials and other semi-manufactures fell by 1 per cent. Imports of finished manufactures rose by 2 per cent; arrivals of road motor vehicles increased by 37 per cent while machinery imports were unchanged.

Among the major sources of our imports, arrivals from Western Europe rose by 6 per cent between the second and third quarters. Within the total, imports from the EEC were 8 per cent higher. Deliveries from North America rose by 2 per cent while those from the Sterling Area outside Europe fell by 5 per cent. Imports from the rest of the world in aggregate were also 5 per cent lower in the third quarter.

Invisible trade. The balance on services and other current transactions is estimated to have been running at a monthly surplus of about £105 million with monthly credits and debits of the order of £800 million and £700 million respectively.

1(a) Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised

Exports by Areas

on an Overseas Statistics basis excluding adjustments for special factors affecting recording

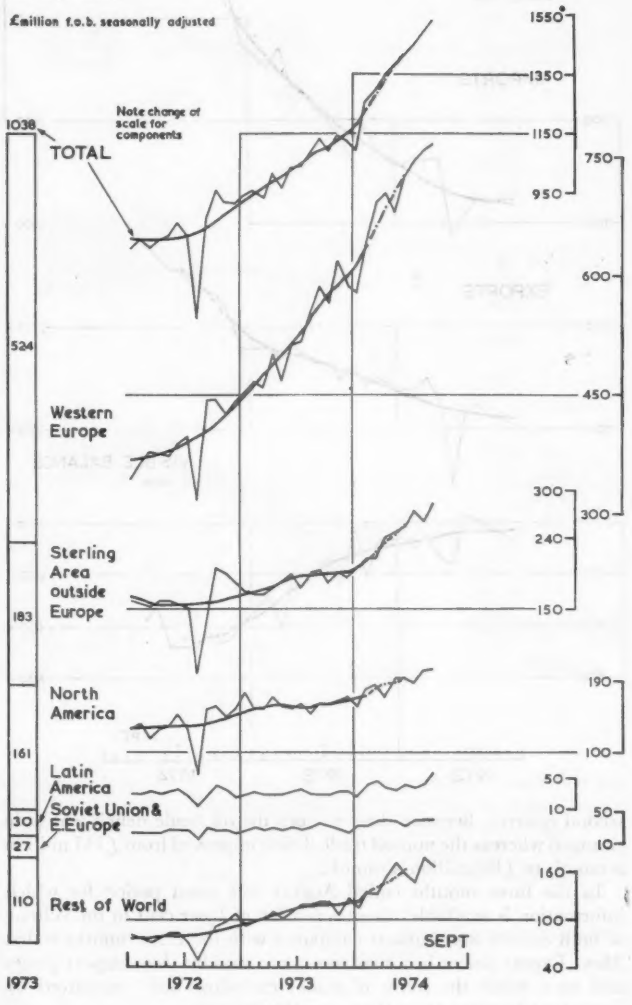


TABLE 4 Recorded values
Overseas trade statistics basis

£ million per month

		Exports fob	Imports cif ‡
1972	1st quarter	770.7	905.7
	2nd quarter	843.9	910.6
	3rd quarter	683.3	850.0
	4th quarter	950.7	1,052.1
1973	1st quarter	942.6	1,189.6
	2nd quarter	1,024.9	1,240.8
	3rd quarter	1,018.7	1,313.2
	4th quarter	1,165.5	1,541.1
1974	1st quarter	1,194.5	1,777.3
	2nd quarter	1,403.5	2,015.2
	3rd quarter p	1,409.6	1,933.5
	July	1,535.9	2,127.6
	August r	1,337.5	1,812.0
	September p	1,355.3	1,860.8

‡ Including arrivals of US military aircraft up to the end of 1972.
p Provisional estimates. r Revised estimates.

TABLE 5 Exports: Areas¶
Overseas trade statistics basis

Seasonally adjusted values

£ million fob per month

		Total	Sterling area outside Europe	Western Europe inc. Irish Republic: Total	EEC	EFTA	North America	Latin America	Soviet Union and Eastern Europe	Rest of wor'd
1973		1,038	183	524	336	146	161	30	27	110
1973	4th qtr.	1,117	189	589	377	164	165	30	26	118
1974	1st qtr.	1,215	210	635	406	184	175	35	33	126
	2nd qtr.	1,377	247	705	474	183	187	37	35	160
	3rd qtr. p	1,491	273	757	494	197	199	47	39	166
	July	1,448	273	745	488	188	189	38	38	150
	Aug. r	1,489	260	759	493	205	204	42	40	178
	Sept. p	1,536	284	767	503	197	205	61	40	169

¶ See Note 1(b).
r Revised estimates.
p Provisional estimates.

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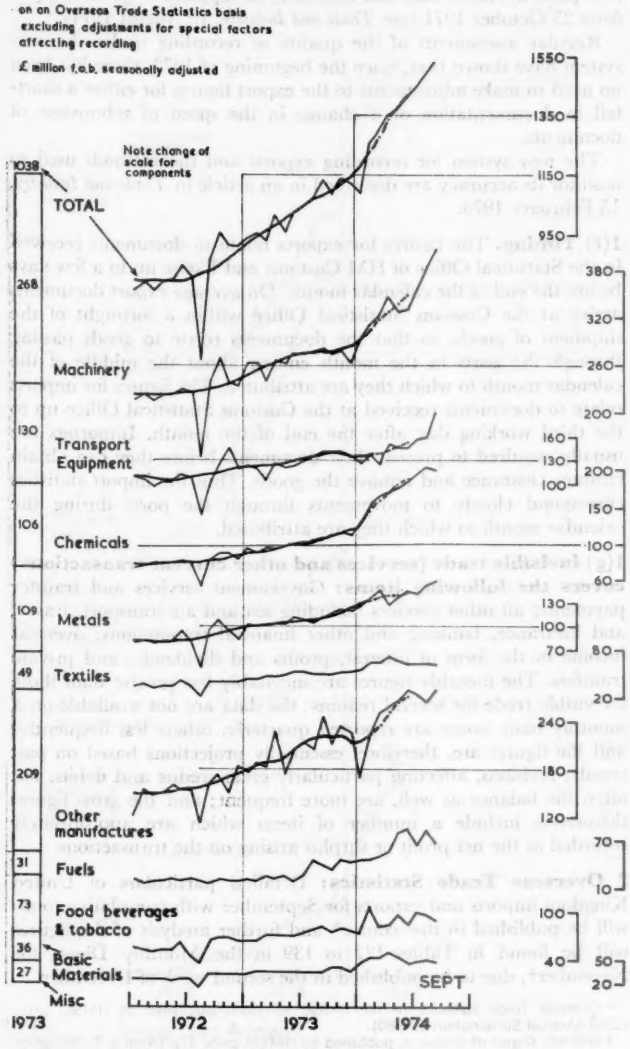
Exports by Commodity



in Tables 2 and 3 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special US Exim Bank credit. (The values involved are now small). All these adjustments are described in greater detail in the annual *Pink Book*, *United Kingdom Balance of Payments 1973* (Table 6 and pages 62-66) and in an article in the issue of *Trade and Industry*, dated 4 November 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

1(b). The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports (Tables 2 and 3) and the monthly figures of trade in petroleum and petroleum products (Table 9). They cannot be estimated for the area and other commodity analyses of trade. The values of total trade and the main components of exports and imports in Tables 5 to 8 are available only on the Overseas Trade Statistics basis and correspond with the totals given in the first columns of Tables 2 and 3. Whereas comment on total trade and trade in petroleum and petroleum products relates to figures for exports and imports on a balance of payments basis, analyses of the area and other commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 5 to 8. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

1(c) Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is

TABLE 6 Exports: Commodity classes¶
Overseas trade statistics basis

Seasonally adjusted values — £ million fob per month

			Manufactures												
						Machinery and transport equipment									
		Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1973		1,038	73	36	31	871	398	268	92	38	106	109	49	209	27
1973	4th quarter	1,117	77	40	41	928	410	272	99	44	117	120	52	225	32
1974	1st quarter	1,215	87	50	46	1,000	436	310	97	37	149	138	61	214	30
	2nd quarter	1,377	89	52	74	1,125	482	333	102	41	177	136	67	269	36
	3rd quarter p	1,491	96	49	72	1,234	549	381	112	55	199	150	64	272	37
	July	1,448	101	50	66	1,180	512	357	105	49	195	141	64	274	47
	August r	1,489	98	50	83	1,221	540	382	117	42	203	152	65	263	38
	September p	1,536	90	48	67	1,301	596	405	114	74	199	158	64	280	26

¶ See Note 1(b). r Revised estimates. p Provisional estimates.

Government Publications in London

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Her Majesty's Stationery Office, 49 High Holborn WC1V 6HB

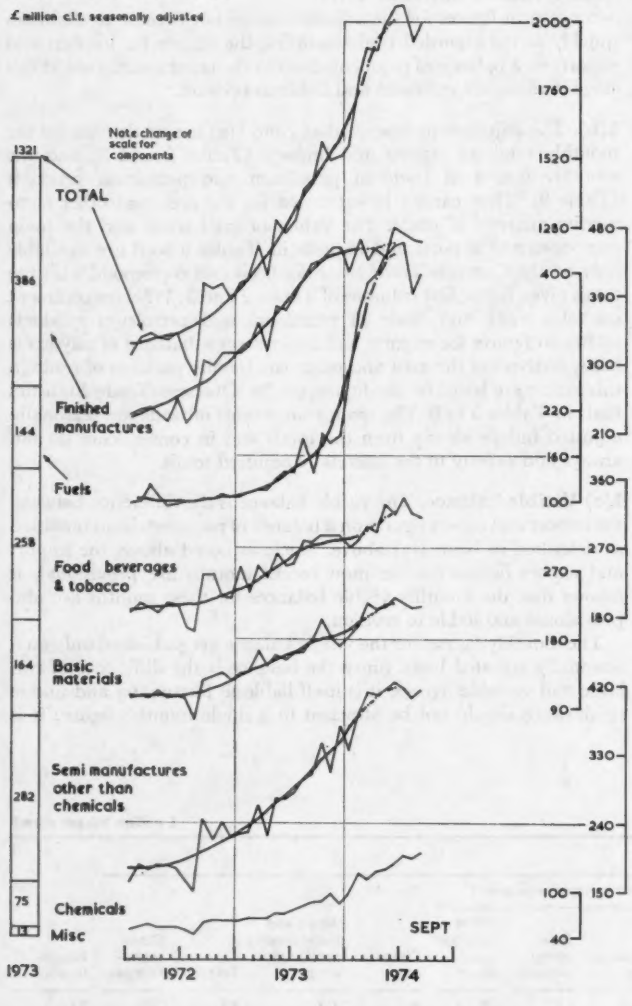
more useful to consider the average balance over three or more months.

1(d) Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. Apart from occasions when major disturbances distort the flows of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

Imports by Commodity

on an Overseas Trade Statistics basis

£ million c.i.f. seasonally adjusted



1(e) Recording of exports. The new system for the documentation of exports to ensure their full recording has applied to goods shipped from 25 October 1971 (see *Trade and Industry*, 19 August 1971).

Regular assessments of the quality of recording under the new system have shown that, since the beginning of 1972, there has been no need to make adjustments to the export figures for either a shortfall in documentation or a change in the speed of submission of documents.

The new system for recording exports and the methods used to monitor its accuracy are described in an article in *Trade and Industry*, 15 February 1973.

1(f) Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

1(g) Invisible trade (services and other current transactions) covers the following items: Government services and transfer payments; all other services including sea and air transport, travel, and insurance, banking and other financial transactions; overseas income in the form of interest, profits and dividends; and private transfers. The monthly figures are inevitably less precise than those for visible trade for several reasons: the data are not available on a monthly basis (some are reported quarterly, others less frequently) and the figures are, therefore, essentially projections based on past trends; revisions, affecting particularly gross credits and debits, but often the balance as well, are more frequent; and the gross figures themselves include a number of items which are appropriately recorded as the net profit or surplus arising on the transactions.

2 Overseas Trade Statistics: Detailed particulars of United Kingdom imports and exports for September with cumulative totals will be published in due course* and further analysis of the figures will be found in Tables 122 to 139 in the Monthly Digest for November†, due to be published in the second week of December.

* Overseas Trade Statistics of the United Kingdom, published by HMSO, price £2.50 (Annual Subscription £33.60).

† Monthly Digest of Statistics, published by HMSO, price 63p (Annual Subscription including Supplement of Definitions and postage £8.60).

ECG D addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel: 01-606 6699). ECGD has 10 local offices in various parts of the United Kingdom; these are listed from time to time in *Trade and Industry*.

TABLE 7 Imports: Commodity classes¶

Overseas trade statistics basis

Seasonally adjusted values

£ million cif per month

			Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures					
										Machinery and transport equipment				
		Total			Total	Basic materials	Chemicals	Other semi-manufactures	Total	Machinery	Road motor vehicles	Other transport equipment	Other	Miscellaneous
1973		1,321	258	144	520	164	75	282	386	198	54	22	112	13
1973	4th quarter	1,541	285	185	615	185	90	340	447	227	57	29	131	15
1974	1st quarter	1,767	282	332	692	203	113	376	443	240	49	19	136	14
	2nd quarter	1,980	311	419	771	226	130	414	458	246	46	21	143	19
	3rd quarter p	1,998	321	405	785	225	149	411	466	247	64	24	137	21
	July	2,060	337	441	792	230	147	415	473	244	55	32	141	19
	August r	1,936	316	374	772	221	147	404	465	254	71	22	135	20
	June p	1,997	311	399	790	224	152	414	461	243	64	19	135	24

¶ See Note 1(b). r Revised estimates. p Provisional estimates.

Imports by Areas

on an Overseas Trade Statistics basis

£million c.i.f. seasonally adjusted

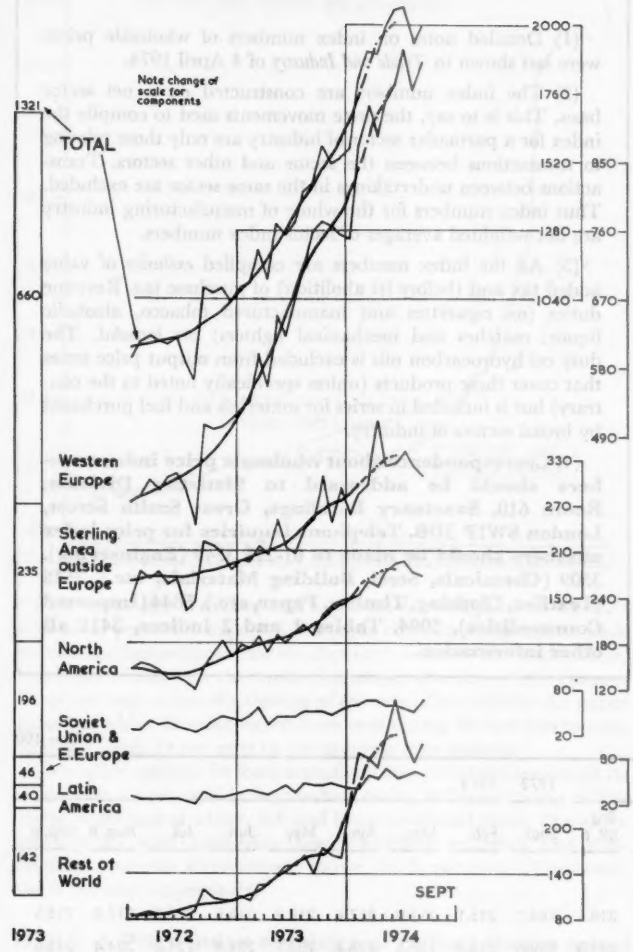


TABLE 9 Balance of trade in petroleum and petroleum products(1)

(Division 33 of SITC(R))

Seasonally adjusted (2)
Balance of payments basis

Monthly averages

	Balance of visible trade	Imports				Exports	
		Total	Crude oil			Rest of division (5)	Total
	£ million fob	£ million fob	£ million fob	million tons (3)	Average value £ per ton fob (4)	£ million fob	£ million fob
1970	– 40	55	40	8.3	4.8	15	15
1971	– 54	72	55	8.8	6.3	17	18
1972	– 57	75	56	8.7	6.5	19	18
1973	– 79	107	78	9.4	8.3	29	28
1973 1st quarter	– 62	81	57	8.1	7.0	24	19
2nd quarter	– 75	95	70	9.4	7.4	25	20
3rd quarter	– 78	114	80	10.1	7.9	34	36
4th quarter	–100	139	106	9.8	10.8	33	39
1974 1st quarter	–240	285	231	9.6	24.1	54	45
2nd quarter	–306	374	308	9.7	31.7	66	68
3rd quarter p	–303	368	295	9.2	32.0	73	64
July	–345	405	312	9.7	32.1	93	59
August	–264	338	275	8.7	31.7	63	75
September p	–301	360	299	9.2	32.3	61	59

p Provisional estimates.

NOTES:

(1) Trade in petroleum and petroleum products accounts for almost all the trade in Fuels – Section 3 of SITC(R).

(2) The figures of value and tonnage have been seasonally adjusted using the same seasonal adjustment factors as have been used for the fuels totals in Tables 6 and 7. The average per ton has been obtained by dividing the value of crude oil imports by the tonnage: since both figures have been seasonally adjusted by the same factors the average value per ton is the same as would be obtained by using the actual figures of the value and tonnage of imports.

(3) It should be noted that for two reasons the crude oil tonnages quoted above cannot be compared directly with import tonnages originating from the Department of Energy and published in the *Monthly Digest of Statistics* and *Digest of Energy Statistics*. First, the trade account data are adjusted by seasonal and length of working month factors. Secondly, the trade accounts are based on reports to HM Customs & Excise whereas the Department of Energy's figures are received directly from the oil industry. These two sources have different reporting procedures and over periods as short as one month these can give rise to different estimates of crude oil imports. Over longer periods the differences are largely resolved.

(4) The average value per ton, obtained on an fob basis, will reflect not only changes in price but also changes in the commodity mix of imports due, for example, to differing qualities of crude oil.

(5) Includes petroleum partly refined for further refining and petroleum products (eg motor spirit, lamp oil and white spirit, distillate fuels, residual fuel oils, lubricating oils and greases etc.)

TABLE 8 Imports: Areas¶

Overseas trade statistics basis

Seasonally adjusted values

£ million cif per month

	Total	Sterling area outside Europe	Western Europe inc. Irish Republic			North America	Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	EEC	EFTA				
1973	1,321	235	660	433	198	196	40	46	142
1973 4th quarter	1,541	282	763	498	225	228	45	51	166
1974 1st quarter	1,767	282	850	570	240	247	48	61	273
2nd quarter	1,980	343	922	635	252	271	60	62	320
3rd quarter p	1,998	325	976	687	256	276	60	58	301
July	2,060	343	996	698	259	287	58	55	309
August r	1,936	323	950	668	256	272	64	50	286
September p	1,997	310	982	697	255	268	58	67	308

¶ See Note (b). r Revised estimates. p Provisional estimates.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1974, but any later changes known to have come into operation are shown.

£2.40 (*by post* £2.57).

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH) Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

Wholesale price indices in September

The price index number for basic materials and fuel purchased by manufacturing industry fell in September by ½ per cent. This follows an increase of only 1½ per cent on the revised figures for August and indicates that the cost of raw materials for industry as a whole has not altered significantly during the last six months. The September decrease in the index has been caused by continued sharp falls in the cost of non-ferrous metals especially copper, silver, wool and certain vegetables and animal oils. The price of materials purchased by food manufacturing industries and the price (in sterling) of crude oil have however continued to rise.

The rate of increase of the price index number for home sales of manufactured products remained constant in September at 1½ per cent. This rate has now shown little change since May. The increases in September have been shared by most sectors of industry with the paper and the chemical industries showing the highest and the steel and textile industries the lowest increases.

Materials and fuel purchased by broad sectors of industry (Table 1)

In September there were significant falls in the index numbers for electrical engineering, 1¾ per cent, and textile industries 2¾ per cent. These indices both show a fall of 3½ per cent over the last six months. The decreases have been caused mainly by the drop in price of copper and woollen products respectively. These factors have also contributed towards a small fall in the index number for electrical machinery industries, ¾ per cent, and a continued reduction in the rate of increase for the mechanical engineering, and clothing and footwear industries during September.

Notes on Wholesale Price Index Numbers

(1) Detailed notes on index numbers of wholesale prices were last shown in *Trade and Industry* of 4 April 1974.

(2) The index numbers are constructed on a net sector basis. This is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) All the index numbers are compiled *exclusive* of value added tax and (before its abolition) of purchase tax. Revenue duties (on cigarettes and manufactured tobacco, alcoholic liquor, matches and mechanical lighters) *are included*. The duty on hydrocarbon oils is excluded from output price series that cover these products (unless specifically noted to the contrary) but is included in series for materials and fuel purchased by broad sectors of industry.

(4) **Correspondence about wholesale price index numbers should be addressed to Statistics Division, Room 610, Sanctuary Buildings, Great Smith Street, London SW1P 3DB. Telephone inquiries for price index numbers should be made to 01-215 3549 (Engineering), 3509 (Chemicals, Steel, Building Materials, etc.), 3548 (Textiles, Clothing, Timber, Paper, etc.), 5844 (Imported Commodities), 5994. Tables 1 and 2 indices, 3411 all other information.**

TABLE 1 Price index numbers of materials purchased

1970 = 100

1968 SIC		1973		1974			1973	1974							
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. p	Sept.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug. p	Sep. p
	Materials and fuel purchased by manufacturing industry														
Orders III to XIX	Basic materials and fuel purchased by manufacturing industry:	150.9	167.6	214.3	215.8	216.1	154.7	215.1	217.0	217.4	216.2	213.9	214.6	217.3	216.5
	Basic materials	154.7	173.1	223.9	223.6	223.3	159.0	225.0	226.3	225.4	224.1	221.2	221.9	224.4	223.6
	ø Fuel	114.3	114.9	122.4	142.7	147.5	114.3	120.0	128.6	141.4	142.6	144.0	144.8	148.8	148.8
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	146.8	165.0	223.2	231.2	231.0	150.7	223.8	226.7	231.3	232.3	229.9	230.6	232.1	230.4
	Basic materials other than fuel	151.4	172.1	237.6	243.7	242.9	155.9	238.6	240.6	244.2	244.9	242.0	242.7	244.0	242.0
	Materials and fuels purchased by Selected Broad Sectors of Industry														
211 to 229	Food manufacturing industries	155.9	168.3	188.1	178.5	180.1	158.9	189.0	190.6	182.8	177.2	175.6	176.8	180.2	183.4
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	148.7	162.2	181.9	174.7	175.7	153.0	182.8	185.6	179.2	173.4	171.5	172.5	175.6	179.0
Order V	Chemicals and allied industries	141.9	154.5	200.7	214.1	219.6	144.0	201.2	207.9	212.4	215.4	214.6	217.4	220.7	220.6
311 and 312	Steel industries	127.8	131.7	143.2	172.3	183.8	128.6	143.3	148.2	170.4	172.6	174.1	180.8	184.0	186.5
Order VII (excluding MLH 342)	Mechanical engineering industries	130.5	139.7	157.2	177.7	181.2	132.0	157.1	161.8	174.4	179.1	179.6	180.3	181.4	181.9
Order IX	Electrical engineering industries	131.9	142.5	160.7	178.9	166.2	133.0	159.4	170.7	180.8	181.7	174.2	166.8	167.4	164.5
361	Electrical machinery industry	130.0	139.5	157.3	177.3	174.2	131.7	156.8	163.9	176.0	179.3	176.6	174.5	174.8	173.4
Order XIII	Textile industries	173.0	177.4	192.2	191.2	189.8	177.5	191.9	192.8	192.7	190.7	190.1	192.3	191.1	186.0
Order XV	Clothing and footwear industries	141.0	148.0	159.3	167.4	171.6	143.0	159.1	162.5	165.7	167.6	168.9	171.3	171.6	171.8
Order XVII	Timber industries	176.6	194.8	209.2	217.1	219.8	184.3	209.9	212.1	215.6	217.8	218.0	218.8	220.0	220.5
481 to 484	Paper industries	130.9	135.2	157.8	173.0	203.2	133.2	158.6	161.8	168.3	175.5	175.3	201.2	203.5	205.0
Order XX	Construction materials	141.6	149.0	162.2	175.6	179.9	144.0	162.6	167.4	172.6	176.2	178.1	178.7	179.7	181.2
Part of Order XX	House building materials	146.9	154.5	166.0	177.2	182.4	149.6	165.9	170.7	174.7	177.5	179.3	180.4	182.3	184.5

ø Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.

CHART 1

Manufacturing Industry (other than food, drink & tobacco)

the latest two months are provisional

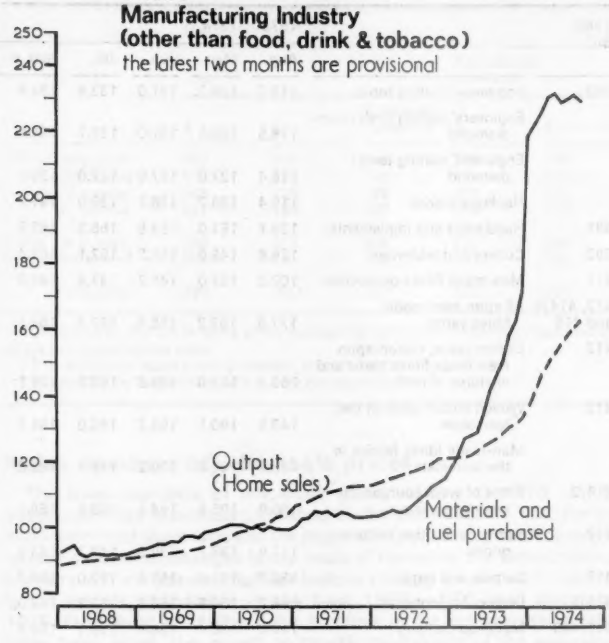


CHART 2

Food Manufacturing Industry

the latest two months are provisional

Falls in the cost of animal and vegetable oils and palm oil together with lower prices for imported inorganic chemicals and copper have enabled the index number for the chemicals industry to remain stable. The index number for the timber industries also shows little change. There are indications of a slowing of the rate of increase for the paper industries which have increased 2 per cent during the last two months compared with 24 per cent in the previous four months.

The index number for food manufacturing industries continued its recent rise, 1¾ per cent in September, owing to higher prices of imported sugar and of wheat, fish and home produced meat. The index numbers for steel industries, house building materials and construction materials all continued to rise, by 1¼ per cent, 1¼ per cent, and 1 per cent respectively.

Output of broad sectors of industry: home sales (Table 2)

The index for paper industries continued its recent trend with an increase of 4½ per cent in September. This index has now risen 25 per cent in the last six months and 15 per cent in the last quarter. The index number for chemical industries also increased sharply by 3 per cent. The rise of 1 per cent in the index for food manufacturing industries gives a rise of 4 per cent for the quarter, compared with ¼ per cent for the previous quarter and 8 per cent for the third quarter last year. There were rises of ½ per cent for the indices for the steel and textile industries continuing the pattern shown for August. Most other index numbers continued to rise by between 1 and 2 per cent.

TABLE 2 Price index numbers of output (home sales)

1970 = 100

1968 SIC		1973		1974			1973	1974						
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. p	Sept.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug. p	Sept. p
Orders III to XIX	Output of Manufactured Products	124.2	129.1	138.3	148.9	155.8	125.8	138.5	142.3	146.4	149.0	151.2	153.5	155.7	158.1
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries	127.3	132.1	142.3	153.5	161.4	128.8	142.4	146.8	150.8	153.3	156.2	159.1	161.4	163.7
	Output of Selected Broad Sectors of Industry														
211 to 229	Products of the food manufacturing industries	135.8	145.3	156.9	161.0	165.6	133.3	157.1	160.9	160.7	160.8	161.4	163.1	166.0	167.6
211 to 229 (excluding MLH 219)	Products of the food manufacturing industries (excluding animal and poultry foods)	130.7	138.7	149.6	154.7	161.2	132.2	149.3	153.6	153.8	154.7	155.7	158.2	161.7	163.6
Order V	Chemicals and allied industries	119.2	122.5	135.5	150.3	159.2	120.1	135.2	141.9	148.0	150.9	152.0	154.2	159.3	164.0
311 and 312	Steel industries	128.6	134.4	145.9	179.5	186.2	128.8	146.2	148.2	174.9	180.9	182.5	185.5	186.1	187.0
Orders VII to XII	Engineering and allied industries	125.7	130.0	136.8	146.7	154.9	127.4	136.6	140.3	143.7	146.3	150.2	153.0	154.8	156.8
Order VII (excluding MLH 342)	Mechanical engineering	127.3	131.0	138.3	148.1	157.3	128.4	138.2	141.3	144.9	148.0	151.3	154.7	157.6	159.6
Order IX	Electrical engineering	120.6	124.6	131.5	139.9	146.4	122.5	130.7	134.6	137.7	140.2	141.9	144.7	146.0	148.5
Order XIII	Textile industries	134.5	142.4	151.6	160.4	166.5	136.6	151.8	154.4	158.4	161.0	162.0	165.2	166.7	167.6
Order XV	Clothing and footwear	122.9	127.3	133.7	138.7	143.4	124.8	133.6	135.4	137.4	138.9	139.9	142.0	142.7	145.5
Order XVII	Timber industries	145.7	153.5	165.8	174.7	182.3	148.9	165.6	170.2	172.0	174.7	177.4	179.7	182.4	184.8
481 to 484	Paper industries	125.2	131.4	145.1	160.0	180.5	127.3	145.6	150.2	155.8	160.3	163.9	173.6	180.0	188.0
Order XX	New Construction‡	153	163	173					173						

‡ Index of building costs relate to average for the quarter (*Department of the Environment*).

TABLE 3(a) Commodities produced in the United Kingdom

1970 = 100

1968 SIC		1973 Aug.	1974 May	Jun.	Jul.	Aug. p
101	Coal	135.6	181.6	181.6	181.6	181.6
102/1	Coated limestone roadstone	129.6	189.6	189.9	191.0	191.8
103	Sand and gravel – ex-pit or works	124.9	138.4	139.4	140.5	140.5
240	Tobacco	91.7	113.4	113.4	113.4	113.9
262	Motor spirit, two star (including duty)	111.5	148.2	148.2	148.2	148.2
	Medium fuel oil (950 secs – including duty)ø	133.7	250.9	250.9	250.9	250.9
	Derv fuel (including duty)ø	108.9	142.6	142.6	142.6	142.6
263	Lubricating oil and greases	137.4	194.4	194.4	194.4	194.4
271	General chemicals	115.4	158.2	160.3	163.3	166.2
272	Pharmaceutical preparations	112.9	123.2	125.1	125.9	130.7
273	Toilet preparations	124.1	136.8	137.3	137.4	139.3
274	Paint	126.9	159.1	163.1	163.9	166.0
276/1	Synthetic resins and plastics materials	106.1	157.5	158.3	162.9	163.6
279/3	Explosive, fireworks, etc.	134.7	154.4	154.9	154.9	165.5
311/2	Uncoated steel sheets (other than stainless and electrical sheets)	132.1	184.1	184.1	184.1	184.1
	Tinplate	131.4	194.2	194.2	203.9	203.9
	Finished steel (other than sheets, tinplate, forgings and castings)	127.9	185.5	186.6	188.1	188.9
	Steel sheet piling	132.6	193.3	193.3	193.3	193.3
	Heavy steel bars and sections	132.1	194.5	194.5	194.5	194.5
	Light re-rolled bars and sections	132.0	195.2	196.4	196.4	196.4
312	Steel tubes – other than electric conduit tubes	130.9	182.4	188.6	192.0	192.0
313/3 and 313/4	Iron castings	133.0	160.2	167.9 r	171.0	175.6
313/4	Cast and spun iron pipes and fittings	127.5	165.4	170.2	170.2	177.7
321	Alumium: Rolled	117.6	142.5	142.5	142.5	151.7
	Extruded and drawn aluminium products – other than wire	119.3	141.9	142.1	142.1	151.3
	Aluminium: Castings	122.9	170.1	172.4	172.4	175.0
	Aluminium: Forgings	111.4	136.4	136.4	136.4	150.0
322	Brass ingots	127.8	206.9	184.0	154.2	151.7
331	Agricultural machinery	130.9	151.5	155.4	158.2	159.2
333	Pumps, valves, compressors, fluid power equipment	126.7	148.3	149.8	152.5	157.0
336	Construction and earth moving equipment	129.9	147.0	151.6	155.3	156.1
368	Domestic electrical appliances	115.5	124.7	125.3	128.7	131.5
390	Engineers' cutting tools	118.2	129.2	131.0	132.6	134.8
	Engineers' cutting tools: non-diamond	118.5	128.9	131.0	132.7	134.9
	Engineers' cutting tools: diamond	116.4	127.0	127.0	127.0	129.5
	Hacksaw blades	115.4	136.7	136.7	139.0	141.2
391	Hand tools and implements	129.1	151.0	153.5	158.5	162.9
392	Cutlery and tableware	126.6	148.9	151.2 r	152.1	153.4
411	Man-made fibres production	107.2	137.0	141.7	147.8	148.9
412, 414/5 and 415	All spun man-made fibres yarns	127.8	153.2	156.6	157.3	159.1
412	Cotton yarns, cotton-spun man-made fibres yarns and mixtures of both	153.3	193.0	189.8	188.3	189.1
413	Woven cotton cloth in the loomstate	143.5	190.1	193.2	195.0	195.9
	Man-made fibres fabrics in the loomstate	133.9	166.4	170.2	176.4	182.8
414/2	Yarns of wool spun on the worsted system	195.9	195.6	194.2	189.9	186.1
417	Hosiery and other knitted goods	117.9	138.7	139.3	142.7	143.6
419	Carpets and rugs	132.7	151.6	151.9	157.0	159.2
431/1	Leather for footwear	158.2	159.6	158.3	155.3	152.0
441/449	Made-up clothing	119.0	135.7	136.6	139.1	139.4
450	Footwear – including rubber footwear	131.6	147.5	148.6	149.4	151.0
461/1	Refractory goods including bricks	127.0	153.2	155.1	157.0	160.8
461/2	Non-refractory goods, including building bricks	137.2	162.5	162.5	163.9	169.5
	Engineering bricks – *delivered*	158.6	199.9	199.9	203.7	205.1
463/1	Flat glass (including safety and silvered glass)	122.4	137.9	137.9	138.0	141.0
463/2	Glass containers	124.1	144.4	149.3	149.8	149.8
464	Cement – *delivered in bulk*	127.4	135.1	147.3	147.3	147.3
471/1	Hardwood – home grown	170.0	223.8	226.6	227.0 p	225.4
471/2	Building joinery	165.5	190.9	195.3	197.4	202.9
472	Domestic furniture	133.0	151.2	152.9	156.0	158.5
473	Bedding, etc.	133.2	166.0	171.6	172.0	172.7
481	Paper and board	124.3	161.4	161.9	179.1	185.6
	Printing and writings (excluding newsprint)	124.7	154.7	154.7	175.9	178.6
482/1	Cardboard boxes, cartons and fibreboard packing cases	124.8	155.5	160.4	166.1	167.3
483	Manufactured stationery	128.5	157.2	162.0	168.9	172.3
484/1	Wallpaper	126.4	158.6	173.2	173.2	173.2
491/1	Rubber tyres and tubes	120.3	144.8	144.8	155.5	157.5
492	Linoleum and felt base	115.6	152.0	152.4	153.8	153.8

ø Index based on scheduled outer zone prices for minimum bulk loads of 500 gallons exclusive of rebates.

TABLE 3(b) Commodities wholly or mainly imported into the United Kingdom

1970 = 100

	1973 Sept.	1974 Jun.	Jul.	Aug.	Sept.
Hides and skins	205.7	181.6	168.4	164.6 p	158.3 p
Non-ferrous metals:					
Aluminium, virgin ingot delivered	97.7	123.7	123.7	141.3	141.3
Copper‡	135.3	173.1	136.1	130.5	106.9
Lead‡	144.8	188.1	181.1	184.8	183.5
Nickel refined delivered§	114.0	125.5	124.3	144.0	144.0
Tin, ingot min. 99.75%‡	135.1	247.0	233.0	244.3	258.7
Zinc‡	326.3	479.4	372.2	368.8	319.1
Zinc§	179.0	257.9	257.9	257.9	269.1
Natural rubber	179.9	169.4	157.6	157.6	147.0
Sulphur, crude cif (for acid making)	96.7	151.1	168.6	168.6	168.6
Textiles:					
Cotton, raw	288.2	214.8	212.4	216.9	209.5
Wool, raw	319.0	252.7	243.8	227.6	203.6 p
Timber:					
Imported hardwood (ex-yard or wharf)	226.6	247.2	244.9	242.9	241.4 p
Imported plywood (delivered to consumers)	193.9	235.0	235.8	234.7	234.3
Imported softwood (delivered to consumers)	236.2	261.9	259.5 r	258.9	258.6
Imported hardboard	138.4	161.8	175.9	175.9	177.8
Woodpulp, imported	138.5	162.5	217.7	221.8	221.5

‡ LME settlement price. § Producer's price.

TABLE 5 United Nations index numbers of world export prices[1]

1963 = 100

		Primary commodities											
		Total			Agricultural non-food			Non-ferrous metals			Primary commodities and non-ferrous metals[2]		
		$	£	Purchasers' currencies	$	£	Purchasers' currencies	$	£	Purchasers' currencies	$	£	Purchasers' currencies
1973	1st quarter	156	181	144	153	177	141	174	201	161	157	182	145
	2nd quarter	175	194	155	171	189	151	206	228	182	177	196	156
	3rd quarter	199	225	169	203	229	172	242	273	205	202	228	171
	4th quarter	221	260	197	208	245	185	267	314	238	225	265	200
1974	1st quarter	289	355	268	232	285	215	299	367	277	290	356	269
	2nd quarter	292	341	260	227	265	202	342	399	304	296	346	264r
	3rd quarter	*294*	*350*	*267*	*220*	*262*	*200*	*258*	*307*	*234*	*291*	*347*	*265*

[1] Published by the UN in terms of US dollars. For convenience the index numbers are also shown in sterling and in terms of purchasers' currencies by converting the dollar index at prevailing exchanges rates.
[2] This combined index is not published as such by the UN.
[3] Projections by Department of Industry shown in italics.

Index numbers of wholesale prices

The index numbers of wholesale prices relating to 1970 = 100 supersede those previously published on the base 1963 = 100. For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the Department of Industry will continue to publish indices relating to materials used in broad sectors of industry on the base 1963 = 100 until December 1975. From April 1973 the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the 1970 = 100 Series. For users of other 1963 based index numbers who wish to continue the series in this way, multiplication factors will be provided on request.

Price index numbers of materials purchased

1963 = 100

1968 SIC		1974		
		Jul.	Aug. p	Sept. p
Order III to XIX	Basic materials and fuel purchased by manufacturing industry	282.3	285.9	284.9
	Basic materials	293.6	297.0	295.9
	Fuel	192.3	197.5	197.5
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	312.7	314.7	312.4
	Basic materials other than fuel	333.4	335.2	332.4
211 to 229	Food manufacturing industries	220.5	224.8	228.7
Order V	Chemicals and allied industries	267.6	271.7	271.5
311 to 312	Steel industries	228.5	232.6	235.8
Order VII (excluding MLH 342)	Mechanical engineering industries	246.4	247.8	248.5
Order IX	Electrical engineering industries	256.8	257.3	253.3
361	Electrical machinery industry	257.6	258.1	256.0
Order XIII	Textile industries	218.6	217.3	211.5
Order XV	Clothing and footwear industries	208.8	209.1	209.4
Order XVII	Timber industries	294.4	296.0	296.7
481 to 484	Paper industries	265.9	269.0	271.0
Order XX	Construction materials	235.6	236.9	238.9
Part of Order XX	House building materials	239.4	241.9	244.9

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports of commodities and, for many of them the most important countries. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has over 11,000 commodity headings); there are 199 specified countries.

The fully detailed information is not published on a monthly basis but, when circumstances allow. HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classsification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service.

Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

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Engineering industries sales and orders (SIC Orders VII, VIII and IX)

The provisional trend estimates and seasonally adjusted volume index numbers of engineering sales and orders up to June 1974 are published in the accompanying table.

Total sales increased slightly in the second quarter, despite a subdued level of home sales, due to an 8½ per cent growth in exports. Home sales remain 5 per cent below the volume achieved in the last quarter of 1973 and the trend of home net new orders shows a continuing decline to a volume of new business just below sales. The level of orders-on-hand for the home market has levelled out but engineering order books are still well filled.

The export sector continues to show a strong growth in sales, the volume of which in mid 1974 was 12 per cent above the level of a year

Index numbers for the combined engineering industries (SIC Orders vii, viii and ix) (a)

These indices have been rebased on 1970 and are not comparable with those published previously.

Volume index numbers: Orders-on-hand, December 1970 unadjusted = 100 Net new orders and sales, 1970 average monthly sales = 100

	Total			Home			Export		
	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	New net orders	Sales
Trend Estimates									
1973 January	101	122	108	106	126	112	92	112	99
February	104	126	110	108	130	114	94	116	99
March	106	129	111	111	133	116	96	118	100
April	109	131	112	114	136	117	99	120	101
May	112	133	113	117	137	117	101	124	102
June	115	136	113	120	139	118	105	128	102
July	118	138	114	123	140	118	108	134	103
August	121	140	114	125	141	119	112	138	103
September	124	141	114	128	140	118	117	142	103
October	128	139	113	131	137	117	122	144	103
November	131	135	112	133	132	116	127	145	103
December	133	130	111	134	125	114	132	144	103
1974 January	135	125	110	135	118	112	136	143	104
February	137	121	110	135	113	111	140	142	106
March	138	118	110	135	110	110	144	140	108
April	139	116	110	135	108	110	147	138	110
May	140	115	111	135	107	110	150	135	112
June	140	115	112	134	107	111	152	134	114
Percentage change (b) March-June 1974	1.5	−3.0	2.0	−0.5	− 2.5	0.5	5.5	−3.5	5.0
Seasonally adjusted									
1969	101	100	97	102	99	99	100	102	91
1970	100	99	100	100	99	100	100	100	100
1971	93	97	101	95	98	101	89	93	102
1972	99	103	101	103	108	105	90	91	92
1973	134	134	113	135	136	117	131	130	102
1973 1st quarter	106	129	113	111	134	118	97	116	101
2nd quarter	114	131	111	119	134	115	105	124	101
3rd quarter	125	142	114	128	143	118	117	139	104
4th quarter	134	135	113	135	132	117	131	143	104
1974 1st quarter	137	118	109	134	108	111	144	141	105
2nd quarter	140	118	111	134	110	110	152	136	113
1973 April	109	131	108	114	135	111	99	120	98
May	111	126	112	117	131	116	100	112	102
June	114	137	114	119	136	118	105	139	102
July	118	144	115	123	150	120	108	132	105
August	121	135	114	125	133	117	112	139	104
September	125	146	112	128	146	117	117	145	102
October	127	131	114	130	130	119	121	135	102
November	131	147	116	133	142	121	127	157	104
December	134	128	110	135	125	112	131	137	105
1974 January	137	126	105	136	116	107	137	148	99
February	137	116	111	136	107	112	140	138	109
March	137	112	111	134	101	114	144	137	106
April	139	123	111	135	114	109	148	147	116
May	140	117	109	135	112	109	150	130	110
June	140	114	114	134	106	113	152	132	114
Jan.-Mar. 1974 (av).	137	118	109	134	108	111	144	141	105
April.-June 1974 (av.)	140	118	111	134	110	110	152	136	113
Percentage change (b)	2.0	–	2.0	—	2.0	−0.5	6.0	−3.0	8.5

(a) All figures are provisional; see introductory notes in Business Monitor PM 33–36.
(b) For orders on hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period.
(c) The percentage changes have been based on the unrounded values and are given to the nearest half percentage point.

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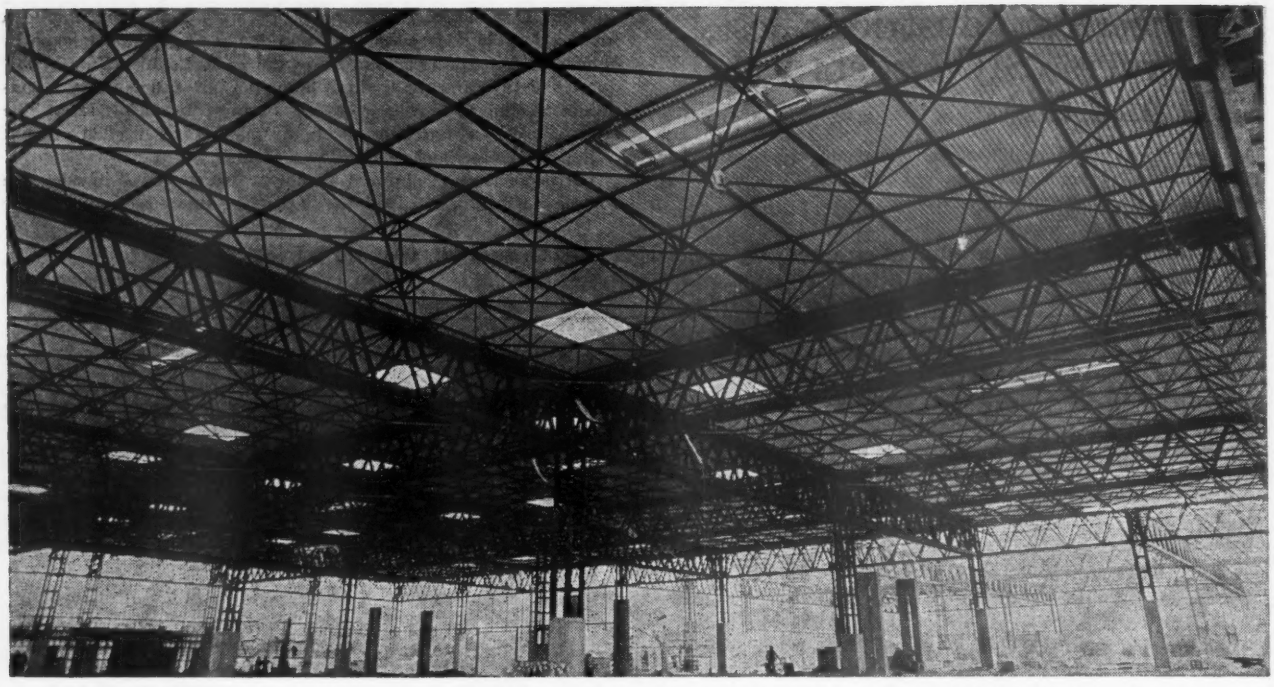

Space-frame roof of the National Exhibition Centre at Bickenhill near Birmingham in the English midlands, which has been completed by the British Steel Corporation. The roof, biggest of its kind in the world, consists of 93 tubular steel frames each weighing nearly 15 tonnes covering an area of 1 million sq. ft. There are 114 miles of steel tube with 13,400 joints and a total of more than 5,080 tonnes of structural steelwork.

ago. Although net new orders have declined a little from the very high levels of late 1973, they remain well above the level of deliveries and export orders-on-hand increased by 6 per cent in the most recent three months and are now 45 per cent higher than the level 12 months earlier.

The contrary movements in home and export new orders combine to show a relatively stable situation for total new orders in the first half of 1974. The level in this period was, however, 15 per cent lower than in the second half of 1973. Nevertheless, the total inflow of new orders is still in excess of total sales so that total order books have continued to build up and average delivery times have lengthened further.

It is still too soon following the major disturbance caused by the three-day week and power emergency earlier this year to be confident about recent trends. In the changed economic situation, with a lower investment outlook, home engineering sales and net new orders appear to have stabilised at lower levels, while export orders and sales show signs of buoyant demand.

The revised figures published in this table are based on the Monthly Engineering Inquiry relating to June 1974. The response rate of 75 per cent to the inquiry for June is judged sufficient to justify publication of provisional indices for this month. Taking into account late returns now received for March, April and May, response rates for these months were 93, 86 and 85 per cent respectively.

Business Monitor PM 33-36, Engineering (volume indices of sales and orders) is obtainable from HMSO, PO Box 569, London SE1 9NH, post free for a subscription of £1 per annum. Volume indices are given for sales, orders-on-hand and net new orders for total, home and export markets, for each of the three SIC Orders VII, VIII and IX (mechanical, instrument and electrical engineering respectively).

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Exceptionally copies can be purchased over the counter at either the Department of Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library, which will supply prices on request (tel. 01-215 3038) or the Department's Library at the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633-56111, ext. 2973, telex 497121/497122 – Answer back BSO Newport), from which a complete list of titles of Business Monitors is available on application.

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Production in the cotton industry

Statistics issued by the Textile Statistics Bureau show that in the period January-July 1974 the amount of cloth woven was 10 per cent lower than in the corresponding period of 1973. Production of single yarn decreased by 11 per cent and doubled yarn by 13 per cent.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn (†)		Doubled yarn		Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	million kg.				million metres	
1968	171.2	67.5	49.9	52.0	668.2	507.3
1969	166.2	73.2	46.8	60.9	661.5	538.1
1970	158.7	77.4	43.2	57.3	627.6	484.3
1971	133.0	83.3	85.0		559.1	479.8
1972	121.4	81.7	75.4		513.0	469.8
1973	115.4	92.5	82.1		453.2	502.3
1973 January*	2.5	1.7	1.6		9.3	9.7
February	2.6	1.9	1.7		10.0	10.2
March	2.5	2.0	1.8		10.0	10.4
April	2.2	1.7	1.6		8.8	9.4
May*	2.5	2.0	1.8		9.5	10.1
June	2.0	1.8	1.5		9.5	10.1
July	1.8	1.3	1.3		5.8	7.1
August*	2.2	1.8	1.6		8.5	9.1
September	1.8	1.5	1.4		7.4	9.3
October*	2.3	2.0	1.7		9.2	10.9
November	2.3	2.0	1.6		9.3	11.0
December	1.7	1.5	1.2		7.0	8.2
1974 January*	1.6	1.4	1.1		6.6	6.8
February	1.7	1.5	1.2		7.1	7.9
March	2.2	2.0	1.6		8.6	10.6
April	2.0	1.9	1.6		8.0	10.5
May*	2.3	2.1	1.7		8.6	10.7
June	2.0	1.9	1.5		9.0	11.2
July*	1.7	1.4	1.3		5.4	7.8

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. * Average of five weeks.

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Output in the wool textile industry

The volume of production in the industry (as measured by the seasonally adjusted index of production) in July 1974 was 6 per cent lower than in July 1973. Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-July 1974 woven fabrics (excluding blankets) were 8 per cent less than in the corresponding period of 1973; deliveries of worsted yarn (excluding semi-worsted yarn) were 14 per cent lower. Production of wool and hair tops was 31 per cent less but that of man-made fibre tops 8 per cent more.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million kilos					million sq. metres		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1972 1st quarter	37.2	18.7	11.0	32.3	24.2	22.6	20.7	7.3
2nd quarter	39.3	19.5	11.8	33.8	26.6	25.7	20.7	5.7
3rd quarter	36.0	18.1	10.8	29.8	23.5	25.0	19.6	7.1
4th quarter	39.8	19.0	12.4	35.2	27.2	26.7	22.8	8.8
1973 1st quarter	40.7	19.9	13.3	36.8	27.8	25.8	24.5	8.6
2nd quarter	34.9	16.6	13.9	33.4	24.6	27.2	21.7	7.3
3rd quarter	29.2	13.0	13.0	29.8	21.8	24.1	19.9	6.7
4th quarter	31.8	12.9	15.6	35.2	25.7	27.2	22.2	8.1
1974 1st quarter	28.4	11.9	13.3	29.5	21.5	22.7	20.9	7.8
2nd quarter		12.8	15.5	36.7	23.5	25.8	21.2	7.2
1973 January	14.3	6.8	4.2	12.9	9.5	8.7	8.2	3.3
February	12.3	6.1	4.0	11.3	8.6	7.9	7.7	2.5
March	14.1	7.0	5.1	12.6	9.7	9.3	8.6	2.8
April	11.4	5.6	4.6	10.3	7.8	7.5	7.1	2.5
May	11.5	5.5	4.9	11.1	8.5	9.7	7.4	2.5
June	12.0	5.5	4.4	12.1	8.3	9.9	7.2	2.3
July	9.9	5.1	5.0	9.0	7.3	7.5	7.0	1.6
August	9.0	3.5	3.3	10.0	7.3	7.4	5.8	2.5
September	10.3	4.4	4.7	10.8	7.2	9.1	7.2	2.6
October	11.8	4.7	5.5	13.2	9.5	9.7	7.9	2.8
November	11.3	4.8	5.7	12.5	9.1	9.8	8.1	2.9
December	8.7	3.4	4.5	9.6	7.0	7.8	6.2	2.4
1974 January	8.7	3.6	3.8	9.2	6.8	7.4	6.7	2.3
February	8.6	3.6	4.0	8.8	6.9	7.0	6.6	2.9
March	11.1	4.7	5.5	11.5	7.8	8.3	7.6	2.6
April	11.0	4.4	5.9	12.0	8.1	8.3	7.0	2.4
May	10.9	4.2	4.8	12.1	7.6	9.0	7.1	2.5
June		4.2	4.8	12.6	7.8	8.5	7.1	2.3
July		4.0	6.1	9.3	7.4	7.6	7.0	1.6

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In July deliveries of semi-worsted yarn were 0.9 million kilos.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 11 October 1974.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Murder On The Orient Express	BR/E 37727/13/10/79	127	7 October	EMI Film Distributors Ltd.	GW Films Ltd.
Moments	BR/E 37728/13/10/79	92	8 October	Columbia-Warner Distributors Ltd.	The Pemini Organisation Ltd.
Juggernaut	BR/E 37729/13/10/79	110	9 October	United Artists Corporation Ltd.	Richard Alan Simmons Productions Ltd.
Movietone News 2366	BR/E 37578/13/10/79	7	11 October	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2366A	BR/E 37579/13/10/79	8	11 October	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Dance Of Love	EC 37722/13/10/79	104	7 October	Cinecenta Film Distributors Ltd.	Lisa Film GmbH and K. G. Divina Film GmbH, Munich
Swinging Models	EC 37724/13/10/79	73	7 October	Cinecenta Film Distributors Ltd.	City-Film GmbH, Berlin
			FOREIGN		
Dracula's Virgin Lovers	F 37720	80	7 October	Mark Associates Ltd.	Janus Film SL and Eva Film SL, Madrid
The Angry Dragon	F 37721	80	7 October	Mark Associates Ltd.	Oriental Film Production Co., Hong Kong
The Chicago Kid	F 37723	74	7 October	Cinecenta Film Distributors Ltd.	Walnut International Productions, USA
Thieves Like Us	F 37725	122	7 October	United Artists Corporation Ltd.	Jerry Bick-George Litto Production Inc., California
Bank Shot	F 37726	83	7 October	United Artists Corporation Ltd.	Landers/Roberts Productions, California

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	30 May 1974
Balance of payments:	
current account (M)	This week
trends in invisible transactions (Q)	18 Apr. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	6 June 1974
Business names and limited partnerships (A)	7 Mar. 1974
Capital expenditure: manufacturing, distributive and service industries (Q)	3 Oct. 1974
Catering trades turnover (M)	10 Oct. 1974
Chemicals industry activity (Q)	8 Aug. 1974
Companies:	
acquisitions and mergers (Q)	12 Sept. 1974
new registrations:	
Gt. Britain (M)	26 Sept. 1974
N. Ireland (M)	10 Oct. 1974
Construction work overseas (A)	This week
Energy trends (M)	3 Oct. 1974
Engineering industries: sales and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	12 Sept. 1974
cinema admissions and takings (M)	26 Sept. 1974
overseas payments and earnings (A)	1 Aug. 1974
registration of films (A)	31 Jan. 1974
Food:	
consumption levels (6M)	5 Sept. 1974
household consumption (Q)	1 Aug. 1974
Footwear industry: production, orders and deliveries (M)	5 Sept. 1974
Foreign exchange: official reserves (M)	10 Oct. 1974
Foreign trade: industrial countries' production and trade (Q)	14 Mar. 1974
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	26 Sept. 1974
Hire-purchase business (M)	3 Oct. 1974
Industrial production:	
index numbers (M)	26 Sept. 1974
N. Ireland index (M)	26 Sept. 1974
Wales index (Q)	11 Apr. 1974
Insurance companies: investments and assets (A)	5 Sept. 1974
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	10 Oct. 1974
investment and earnings overseas (A)	13 June 1974
Machine tools: sales and orders (M)	19 Sept. 1974
Man-made fibres:	
deliveries (Q)	5 Sept. 1974
production (M)	10 Oct. 1974
production: quarterly analysis (Q)	5 Sept. 1974
Motor industry:	
car and commercial vehicle production (M)	26 Sept. 1974
estimated figures (M)	This week
motor trade turnover (Q)	22 Aug. 1974
Office development permits (Q)	16 May 1974
Overseas trade of the UK:	
direct exporters and credit terms (A)	27 June 1974
UK overseas trade in 1973	16 May 1974
unit value and volume index numbers (M)	10 Oct. 1974
value: analysis of trends (Q)	26 Sept. 1974
(*see also* Balance of payments)	
Paper and board production (M)	26 Sept. 1974
Pension funds: investments and assets (A)	5 Sept. 1974
Regional selective assistance (M)	10 Oct. 1974
Retail prices index (M)	26 Sept. 1974
Retail trades:	
sales (M)	10 Oct. 1974
provisional figures (M)	This week
sales, N. Ireland (M)	This week
stocks (M)	10 Oct. 1974
Royalties: overseas transactions (A)	27 June 1974
Shipping: nationality of vessels in UK sea-borne trade (A)	6 Dec. 1973
Steel consumption and stocks (Q)	26 Sept. 1974
Stocks:	
manufacturers' and distributors' (Q)	3 Oct. 1974
retail (M)	10 Oct. 1974
Television: overseas payments and earnings (A)	1 Aug. 1974
Textiles:	
activity in the industry (Q)	25 Apr. 1974
carpet sales (M)	19 Sept. 1974
cotton industry production (M)	This week
hosiery production (M)	19 Sept. 1974
made-up clothing: orders and deliveries (M)	10 Oct. 1974
orders and deliveries (M)	21 Mar. 1974
wholesale houses' sales (M)	26 Sept. 1974
wool exports (Q)	26 Sept. 1974
wool output (M)	This week
Tourism:	
foreign visitor arrivals (M)	26 Sept. 1974
overseas travel and tourism (A)	21 Feb. 1974
Wholesale prices:	
average prices of selected commodities (A)	4 Apr. 1974
index numbers (M)	This week

Departmental organisation etc.

Subjects	Last published
British commercial representation overseas	3 Oct. 1974
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	10 Oct. 1974
ECGD local offices	26 Sept. 1974
Guide to Departments	5 Sept. 1974
Official Receivers' offices	12 Sept. 1974
Programme of trade promotions	This week
Release dates of economic statistics	26 Sept. 1974

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Government Sales

Ministry of Defence

23 October 1974 Miscellaneous Stores

Location: Regional Depot, RAOC, Moreton-on-Lugg, Hereford

Auctioneers: Russell, Baldwin and Bright (Dept. L), 19/21 King Street, Hereford HR4 9DB (Tel: 0432 55441)

A large collection of stores including 11 cars, vans and Gipsies, five fork lift trucks, 10 trailers and trolleys, five compressors, five laundry units, eight industrial tractors, lathes, drills, millers, grinders and other machine tools, test benches, pneumatic equipment, generators, metal pallets, 5,300 tyres. Hydraulic and other jacks, aircraft voltage regulators and control panels, electronic valves, oscilloscopes, binoculars, watches, time recording and other clocks. 22,000 blankets, 6,000 linen sheets, 12,000 cotton drawers, 6,000 pairs of boots and shoes, 900 woollen jerseys, greatcoats, trousers and other items of clothing. Chests of drawers, secretaries, wardrobes and other furniture, scrap nylon, aircraft, MT and electrical spares, ferrous and non-ferrous scrap.

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30 October 1974 Miscellaneous Stores

Location: City Auction Galleries, Kinterbury House, St. Andrew's Cross, Plymouth PL1 2DQ

Auctioneers: Woolland, Son and Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth PL1 2DQ (Tel: 0752-69292)

The stores, which are lying at Plymouth, Exeter and other establishments, include: greatcoats, raincoats, jackets, trousers, blouses, jerseys, underwear, shirts, overalls, pillow slips, sleeping bags, kit bags, suitcases, blankets, ground sheets, mattress covers, foam mattresses, ankle boots and knee boots, shoes, hammocks, bedspreads, sheets, mixed rags, tentage, leather off-cuts hoses wooden and steel furnishings including: school desks, tables, chairs, writing tables, sideboards, safes. Kitchen china, and glassware carpets, tea urns. Watches, clocks, binoculars, telescopes, barometers, torches, oscilloscopes, photographic equipment, projectors, duplicating machine, telephone sets, kettles, signal generators, test meters and test sets, gauges, lamps, butchers chopping block, bacon slicing machine, portable drills, extending ladders, hand mowers, scrap batteries and tyres, chain blocks and tackles, ball and roller bearings, cycles, Ford Cortina estate, fuel tanker, petrol engines, etc.

Catalogues for the above sales, which gives details of the lots, conditions of sale, viewing times, etc., are available from the relevant auctioneers from two weeks before and up to the day of the sale, price 10p (postal orders only).

Department of Trade

SHIP FOR SALE

RFA 'Wave Chief'

The closing date for 'Offers to Purchase' the above vessel has now been extended to noon on 1 November 1974.

Department of Trade, Shipping Policy 1 (Sea Transport), Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND tel. 01-212 8996.

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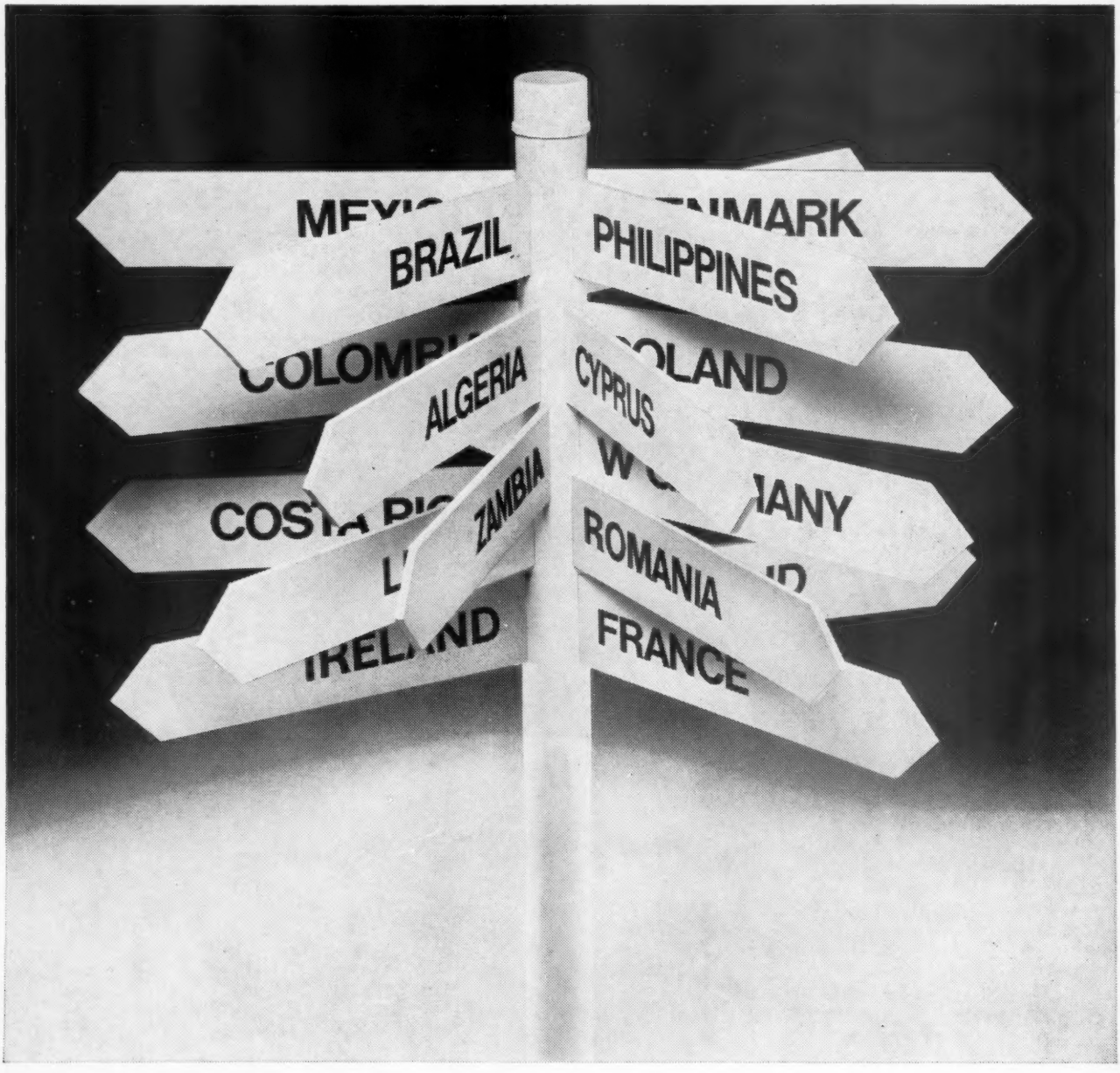
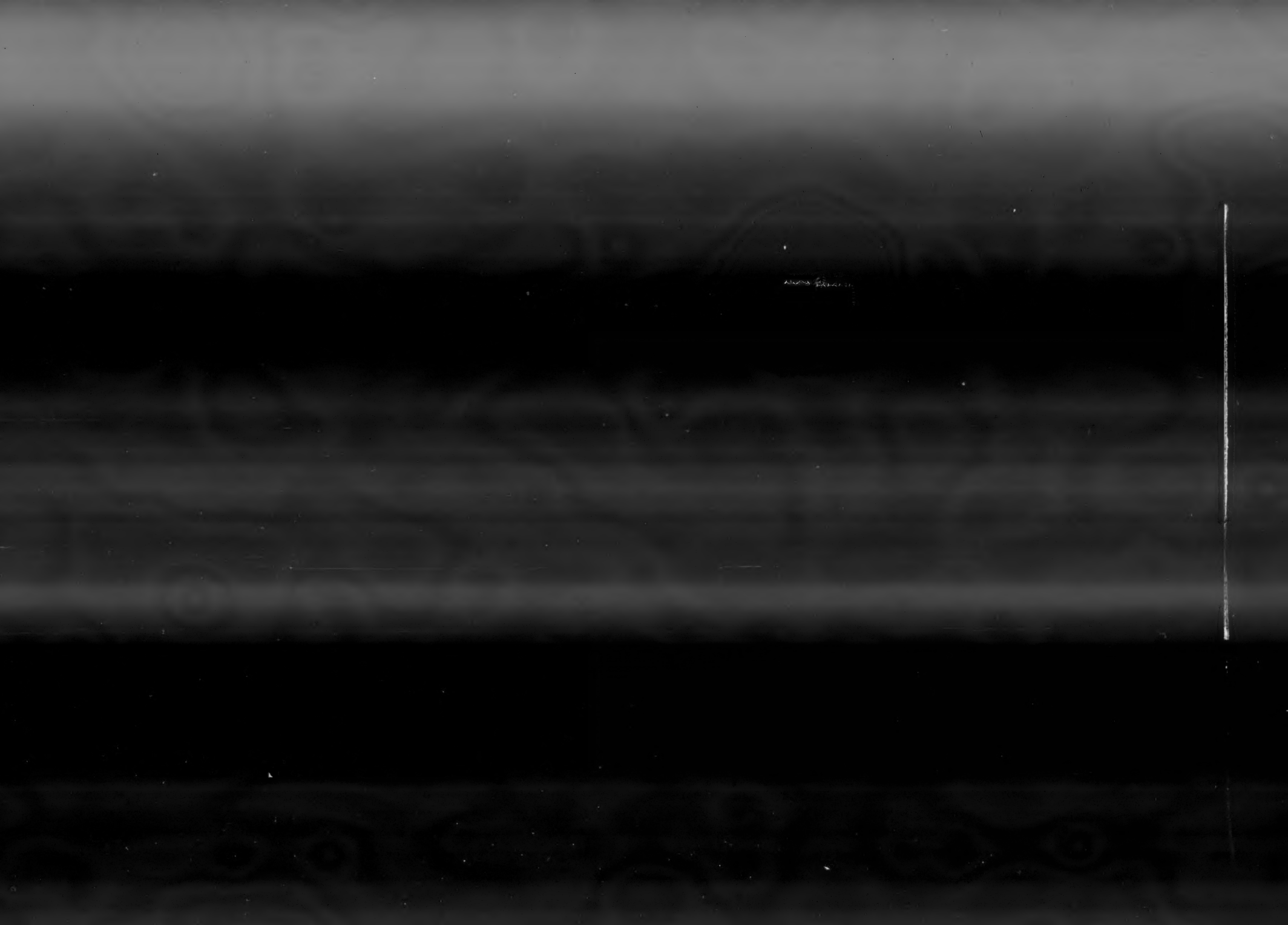
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